A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

June 8, 1964

Chilean watchword: 'Wait and see' page 2

Riots dampen Panamanian upswing page 4

Trade Mission to visit Philippines page 6

Business Bulletins *from around the world*

AUSTRIA—Basis on which turnover tax exemptions granted certain commercial activities in Customs Free Zones declared unconstitutional. Present law becomes invalid August 31; new legislation under consideration.

Verbund-Plan-G.m.b.H., Austrian planning company, has assumed responsibility for planning several large-scale power stations in Asia. Activities are designed to contribute to intensification of Austrian development aid, and also to achieve better utilization of technical staff employed by Austrian power companies in construction of power plants and stations.

BELGIUM—Boeing Company, Seattle, forms 50-50 joint venture with Fabrique Nationale d'Armes de Guerre. New firm, F.N.-Boeing Turbines, S.A., Herstal, to manufacture, sell, service low-power Boeing gas turbines in Europe, Middle East.

Retail price index after declines in February, March jumped 0.60 point in April to record level, 118.21 (1953= 100). Increases in rail fares, bread, milk, coffee prices, effective April 1, triggered rise.

DENMARK—For 3rd straight month imports were high in March, aggregating $196 million. Although exports remained satisfactory, at $166 million, trade deficit for 1st quarter of 1964 totaled $117 million, more than twice 1st quarter 1963 total. Replenishment of depleted inventories, high level of industrial activity, stepped-up investment primarily responsible for sharp rise in imports.

FRANCE—Douglas Aircraft opens technical bureau in Paris for aircraft construction industry.

GERMANY—New drive-in movie theaters are planned for Berlin, Hamburg, Munich, and Cologne by a German firm which presently maintains Germany's only drive-in theater in Frankfurt am Main.

IRAN—Fairhurst Technical Services, International, San Francisco, signs 20-year contract to manage Caspian forests. Fairhurst to introduce modern forest management practices, train Iranian personnel, invest in equipment, machinery, run Government's Gilan Wood Industries Company on profit-sharing basis.

IRAQ—First American-style automatic laundry equipped with 3 washing machines, 1 automatic dryer, recently opened in Baghdad with more expected to follow.

ITALY—Government signs aviation agreement with Congo to supply personnel, equipment necessary for organizing Congolese air force. Italy also agrees to extend $20 million guarantee to Congo covering purchase of Italian capital goods, loan of $5 million tied to Congolese imports of Italian consumer goods.

KOREA—Draft agreements to construct 2 compound fertilizer plants, with annual capacity of 180,600 metric tons of compound fertilizer, 82,000 tons of urea fertilizer each, approved. One plant with proposed total cost of $40.5 million, includes $7 million in equity from U.S. participants (Swift, Texas Gulf Sulphur, Skelly Oil), equivalent amount from Korean participants. Second plant calls for $42 million investment at Changhang, with $7 million in equity from Gulf Oil, $7 million from Koreans. Open subscription of shares offered by Korean, American sponsors in order to encourage participation by general public. Two urea plants already operate with capacity of 85,000 tons each.

MALAYSIA—U.S. company, one of leading suppliers of bus bodies, to start bus body assembly plant here. Plans expected to be completed in near future, plant to utilize locally-produced products, local equipment, labor, management.

NETHERLANDS—Midland-Ross Corporation, Ohio buys 25% interest in Kunstzijdespinnerij NYMA rayon mill, Nijmegen. Midland-Ross to provide NYMA with technical assistance, patents for production of specific rayon, textile, tire yarns.

Imports during March amounted to $549 million, 12% over corresponding month of 1963.

NIGERIA—Gross Domestic Product increases from $2.55 billion in 1957-58 to $3.02 billion in 1962-63, according to new estimates announced by Ministry of Economic Development. Overall growth over 5-year period was 19.8%. Most rapid growth, 5.5%, was from fiscal years 1960 to 1961; growth from fiscal years 1962 to 1963 at 3.2%.

PARAGUAY—The Paraguayan Firm, Industria Paraguaya, has announced the construction of its second new plant within a year, a $540,000 wood products plant in the Alta Parana. Paraguayan firm, Scavone Hnos. S.A., has imported European material for the erection of a $240,000 packaging and final processing drug plant in Asuncion. Etic, Inc., S.R.L. has been incorporated by Argentine capital for the construction of a glass factory in the Asuncion area. Construction has commenced on the port for Paraguay's first oil refinery about 20 kilometers downstream from Asuncion. British meat packing firm, Liebig's, is forwarding plans to invest up to $3 million for the preparation and export of frozen beef.

SOUTH AFRICA—Repco Company, Australia joins South African firm, Wire Industries Steel Products and Engineering Company in $5.6 million project for manufacture of automobile components, servicing equipment. New plant, located in Port Elizabeth, to produce wide range of components, including hydraulics, seals, transmissions, brakes, power-brakes, clutch assemblies, ring-gears, bearings.

SWITZERLAND—Advertising to be permitted on Swiss television beginning January 1, 1965. It will be limited to 12 minutes per day during early evening hours, strictly separated from other programs. Commercials not to be shown Sundays, holidays. Advertising of alcoholic beverages, tobacco products, drugs not permitted.

TURKEY—Construction of 1st privately-owned brewery will begin soon in Istanbul as joint investment of Schlitz Brewing Company, Turkish investors. Project to take 2 years to complete, will cost estimated $7.5 million.

U.S. Department of Commerce

Luther H. Hodges
Secretary

Franklin D. Roosevelt, Jr.
Under Secretary

Jack N. Behrman
Assistant Secretary for Domestic and International Business

Thomas G. Wyman
Deputy Assistant Secretary for Domestic and International Business

Eugene M. Braderman
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George Donat
Administrator, Business and Defense Services Administration

Frederic S. Otis
Managing Editor

Americo A. W. Favale
Director of Graphics

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the cover

On-the-spot reports of business conditions in foreign markets are published in every issue of INTERNATIONAL COMMERCE. This week there is a report from Chile on page 2; from Panama on page 4; from Northern Rhodesia on page 25; from Togo, page 25; from the Congo on page 26, and starting on page 35 are trade opportunities reported from nearly every country in the world, including 4 from behind the Iron Curtain.

International Commerce

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June 8, 1964 — Volume 70, Number 23

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AVENIDA O'HIGGINS—SANTIAGO

Chile awaits vote

Inflation and election uncertainties slow Chilean economy

Rising costs and prices, increasing wages and strikes, and a shortage of credit and foreign exchange continued to trouble the Chilean economy during the first quarter of 1964, according to the U.S. Embassy in Santiago.

The upcoming September Chilean presidential elections have produced a pause in much business planning, while a downturn in business trends is believed to have occurred during the quarter. The Chilean Government thus may soon face pressures to counteract these trends with measures which could conflict with its anti-inflationary budget and credit policies.

The consumer price index rose 16.6% during the first quarter, compared with a 12.5% rise in the previous quarter. A 2.8% rise was recorded in April, bringing the total increase over the past 12 months to 51%.

The rising cost-of-living and lagging salary and wage adjustments—which produced widespread labor unrest—have had an adverse effect upon purchasing power. The consequent slowdown in sales, particularly of less essential goods, has resulted in salesmen being told to "come back in September," presumably after the elections.

The prospects of growing inventories and production cutbacks, together with longer-range uncertainties over the future political environment for private business, were leading businessmen to adopt a "wait and see" attitude toward new investment and trade commitments.

The construction industry, a prime mover in the Chilean economy in recent

years, may be approaching a slowdown in November—December, normally a very active building season. Trade sources in late March predicted a slowdown in planned new construction because of increased building costs, political qualms, and a contraction in public housing construction. The Chilean Steel Institute reported a 17.2% decline in building construction starts, from 3.2 million square meters in 1962, to 2.65 million square meters in 1963.

Although the supply of credit to the private sector and money in circulation continued to increase, the demand for credit grew more rapidly, spurred on by rising costs. Banks have become more cautious in assuming new foreign debt because of regulations—which became operative at the end of February—which require the establishment of cash reserves where foreign banking obligations exceed capital and reserves.

Foreign trade statistics for 1963 show total Chilean imports of $638 million, up 23% from 1962, while exports rose only 2% to $542 million—producing a trade deficit of $96 million, compared with a $14 million surplus in 1962. Although Chilean imports from the U.S. climbed 12% to $224 million in 1963, the U.S. share of the market declined for the fourth successive year, from 39% in 1962 to 35% in 1963.

Tighter credit

Exporters to Chile are imposing tighter credit terms in the face of Chile's balance of payments difficulties and relatively poor payments record. Payment delays up to 6 months beyond Chile's 4-month legal waiting period are common.

The experience of U.S. suppliers, however, has usually been more favorable, particularly for shipments eligible for AID dollars or covered by futures' exchange contracts. (For a detailed report on the problems and prospects for U.S. exports to Chile, see INTERNATIONAL COMMERCE, April 20, p. 23.).

During January, the official bankers' exchange rate (used for all import-export transactions) moved from 2.146 to 2.296 escudos to the dollar where it remained stationery for the remainder of the quarter. The bankers' futures' rate, covering about 50% of all import transaction, remained fairly stable around 2.4 during January, but gradually weakened to 2.6 at the end of March.

In early February the brokers' exchange rate moved from 3 to 3.2 escudos to the dollar, the first movement since July 1963. According to press reports, the new rate was established in order to draw more dollars into the market. The brokers' buying rate remained steady for the remainder of the quarter, but the effective selling rate rose 0.13 escudos on sales to individuals because of the imposition of a 4% tax. The tax does not apply to sales to banks nor to business purchases approved by the Central Bank.

Want more?

Further information on commercial and economic conditions abroad can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

A new $25 million stand-by agreement with the International Monetary Fund went into effect in mid-February. Under the agreement, Chile committed itself to attain a 638 million escudo ($200 million at the brokers' rate) surplus in the budgets of the central government and various decentralized agencies, to set limits on the Central Bank credit-expansion, and to carry out undertakings with respect to credit and foreign exchange policy similar to those in the 1963 stand-by agreement.

Other assistance

Other foreign assistance included: a $70 million AID-U.S. Treasury-Eximbank loan package, most of which will be used to purchase imports from the U.S.; $20.8 million in AID Alliance for Progress loans for feasibility studies of prospective development projects, port facilities, class-rooms and a low cost housing program; $10 million AID-guaranteed Connecticut General Life Insurance Company loan for middle income employee housing; and an $8.5 million loan from the Inter-American Development Bank for relending to private business and development of community water supply projects.

Credit arrangements with U.S. private banks totaling $20 million have been reported in the press, and an agreement was reached with the Federal Republic of Germany to refinance earlier loans and to provide additional development assistance.

The Chilean Government's Foreign Investment Committee approved applications for new or expanded foreign investment totaling $53 million during the quarter.

The long-awaited and much discussed income and inheritance tax reform bill became law on February 14. The income tax portion of the law completely replaces the prior law, while the inheritance tax portion amends the existing statute to simplify and strengthen its administration. The new income tax law, which applies to most income earned in 1963, contains a broader definition of taxable income, a significant simplification of the schedular tax's structure, and establishes a more progressive complementary surtax.

The increasing spread between the London Metal Exchange price for copper and the New York price led to rising public and governmental pressure for an upward adjustment of copper prices by Anaconda and Kennecott subsidiaries in Chile. The price was increased by US$0.01 per pound in March, but pressure continued for a further increase.

Copper bill

The Chilean legislature has sent the president a bill, which has good chances for passage, aimed at inducing the copper companies to refine a greater share of their production in Chile. The bill would impose a US$0.02 per pound export tax on unrefined copper, and it would disallow the deduction for tax purposes of import taxes paid to foreign countries.

The future role of the U.S. copper companies is a hot issue in the Chilean presidential campaign, with the candidate of the Socialist-Communist coalition calling for nationalization of the companies. The Christian Democratic candidate, Eduardo Frei, while not excluding the possibility of future nationalization, argues that a program of tighter control of the industry will be more profitable for Chile.

The first of 3 Caravelle jets purchased by the Chilean National Airlines (LAN) is expected to be put in operation shortly on national routes. LAN does not intend to begin international jet service until after delivery of the other 2 planes in mid-1964. A bilateral air agreement between Chile and Germany was signed March 30, but the text has not been made public.

JOINT VENTURE SOUGHT

Manufacturer of circuit breakers, contactors, and insulators and porcelain parts wants joint venture to produce relays, control appliances, transistors, and scientific toys.

Write: Societe Anonyme TECO, c/o Belgian Consulate General, Industrial Information Service, 50 Rockefeller Plaza, New York, N.Y., 10020.

MAIN STREET: Commercial activity along Panama City's Central Avenue slowed down following the January riots, dampening hopes for a continuation of 1963's economic upswing. (Braniff Airways Photo)

Panama ended 1963 in high gear; riots dampen hopeful '64 outlook

Tourist industry nosedived during year's prime season, but several other sectors keep decline milder than first feared

The Panamanian economy experienced high levels of activity in nearly all areas during 1963, especially in the fourth quarter. Foreign and domestic trade expanded significantly over 1962 levels, industrial production rose as the new petroleum refinery completed its first full year of operation, and domestic industry operated at near maximum levels, according to the U.S. Embassy in Panama City.

Residential and commercial construction activity continued to expand at a rapid rate, and high levels of public and private investment under the Alliance for Progress continued to stimulate economic growth. Total Panamanian income from the Canal Zone increased about $6.7 million in 1963 over the previous year, reaching a record high of $91.8 million.

The riots and disturbances of January 9-12 and subsequent rupture of Panamanian-U.S. diplomatic relations had serious repercussions in nearly all sectors of the national economy. The transfer of a substantial amount in foreign and nationally-owned bank deposits out of Panama in January and February, the resultant severe restriction of credit, a temporary but crippling loss of tourist revenue, and a moderate loss of business confidence were among the more noticeable economic effects of the Panama-U.S. crisis.

Fortunately, the construction boom in progress prior to January 9 and the continued work on nearly all buildings then in progress, the operation at healthy levels of foreign trade and those areas of domestic business not dependent upon tourism or Canal Zone trade, and the sizeable injection of money into the economy from the political campaign just concluded combined to prevent the economic decline from being as critical as originally feared. There has been no noticeable increase in unemployment and demand for goods and services has held up.

While levels of economic activity in most sectors during the first quarter were at least equal to those of first quarter 1963, the general optimism previously encountered has waned and it is doubtful that 1964 will show the same rate of economic expansion as the past few years. Moreover, a continued postponement of construction starts for large commercial projects and a general lack of credit may well combine to exert severe deflationary pressures on the local economy.

In contrast to the expanding and healthy private sector of the economy, the Government's fiscal position caused considerable concern during 1963. Although official figures have not been published, it is estimated that the Government finished the fiscal year ending February 29 with a deficit of about $7 million in its ordinary budget.

This deficit has been financed in part by the $2 million originally intended as the Government's contribution to an industrial development bank, reducing the actual deficit to $5 million. This will be carried as part of the Government's floating debt which now totals about $15 or $16 million.

The budget for fiscal year 1964-65 provides for ordinary expenditures of $81.6 million, somewhat larger than that requested by the Executive branch and an increase of nearly $4 million over the 1963-64 budget. The increased expenditures are to be financed in part by revenue from 3 new Assembly-approved taxes. They are a 10% tax on lottery tickets, and increases in the cigarette and race track revenue taxes.

Government revenues were reportedly higher for the first quarter of 1964 than the year previous, reflecting the expanding nature of the economy during the fourth quarter of 1963 rather than the state of the economy during first quarter 1964.

Bank credit tight

The fourth quarter of 1963 saw substantial gains in nearly all banking activities. Although seasonal factors led to a slight decrease in foreign owned demand deposits, this was more than compensated for by an increase in domestic deposits.

The basic interest rate on savings deposits rose from 2% to 3%, contributing to a substantial increase in both total savings and the number of savings accounts. Credit during the final quarter of 1963 continued to be moderately easy, especially for short-term money.

The disturbances of early January and the subsequent break in diplomatic relations between Panama and the U.S. are known to have severely affected local banking operations. A large, but still undetermined, amount of demand deposits

were transferred out of Panama in January and early February. The major portion of these deposits were foreign-owned.

Little of this money has since returned to Panama and new capital has been slow to enter. The depletion of deposits has caused a severe tightening of the formerly easy credit policies of local banking institutions. Long term money is virtually unavailable and short-term loans are being made only on a very selective basis.

Foreign trade expanded

Data available for the first three quarters of 1963 and fragmentary reports for the fourth quarter indicate that Panamanian trade with the rest of the world underwent a significant expansion in 1963. Exports recorded an especially large expansion as banana shipments rose by nearly 17%.

Last year was the first complete year of operation of the petroleum refinery, and exports of petroleum products rose by more than 100% to about $26 million.

Total 1963 exports were estimated at $62 million.

The expansion of imports of the past several years continued. Official preliminary statistics exclude exonerated imports, but it was estimated that total imports for the year were slightly more than $168 million, leaving an estimated trade deficit of approximately $106 million.

Indications are that exports continued to rise during the first quarter of 1964. Shrimp shipments increased nearly 20% over the previous quarter while banana shipments reached levels higher than those for both the first and fourth quarters of 1963. Except for a temporary halt in operations, the export sector of the economy was not affected by the January disturbances. Imports appear to have declined seasonally from the levels of fourth quarter 1963, but were also apparently unaffected by the Panama-U.S. crisis.

The Colon Free Zone established new highs in nearly all facets of its operations during 1963. The total trade turnover was $189.6 million, an increase of nearly 7% over 1962. The favorable balance of exports over imports rose by more than 30% to an all-time high of $46.7 million. Free Zone deliveries to Panama declined slightly in 1963 to $13.2 million but still represented 11% of total Free Zone shipments.

Tourism down

Local tourism was dealt a severe blow by the January disturbances and the break in diplomatic relations. December through March is the "tourist season" in Panama and the major part of income from tourism is earned in this period. The major hotels had a large number of reservations cancelled after January 12. The hotels reported occupancy rates during the first quarter were far below average for the season, and local restaurants, gift shops, and tour agencies reported great drops in business. Most of the winter cruise ships which customarily visit Panama during the winter months cancelled planned stops at the Isthmus and few of the passengers from the ships transiting the Canal entered Panama.

By the end of the quarter, tourism had recovered somewhat, as businessmen and others resumed travel to Panama and a few cruise ships made stops in March. However, the number of people entering Panama was still below seasonal levels, and the most lucrative season with its influx of winter visitors from the U.S. was lost for the year.

Tourism from the Canal Zone was also practically non-existent during the first quarter. Residents of the Canal Zone, who had formerly visited Panamanian shops, restaurants, and casinos in great numbers, did not enter the Republic after the disturbances.

9-man committee to advise AID on role of private enterprise in foreign assistance program

The White House has announced formation of an Advisory Committee on Private Enterprise in Foreign Aid under the chairmanship of Arthur K. Watson, President of the IBM World Trade Corporation.

The 9-member committee was created to advise David E. Bell, Administrator of the Agency for International Development, on the most effective means of encouraging greater private participation in the economic development of nations receiving U.S. assistance.

The committee will advise Mr. Bell on carrying out the private enterprise provisions of the Foreign Assistance Act. These provisions call for the encouragement of private initiative, and for the development and strengthening of such private institutions as credit unions, cooperatives, savings and loan associations and free trade unions. They also stress the importance of private trade and private foreign investment to economic growth and the desirability of the fullest possible use of private channels in the exchange of ideas and technical information.

Specifies small business

The Act also makes specific provisions for small business to participate in supplying U.S. products financed by assistance programs.

The committee's advisory services will extend to labor, foundations, education, cooperatives, and agricultural activities as well as those primarily involving business. With regard to business the committee will review the various programs now in effect for encouraging private investment in less-developed countries.

These programs include a system of investment guaranties against such risks as expropriation, currency inconvertibility and war damage, assistance in surveys of investment possibilities, and dollar and local currency investment loans. The Committee will study new proposals for guaranties and additional means of protecting investments, new patterns of business-government cooperation and of joint ventures involving U.S. and local investors.

Membership

Members of the committee, in addition to Mr. Watson, are:

Ernest C. Arbuckle, Menlo Park, California, Dean of the Graduate School of Business of Stanford University.

Joseph A. Beirne, President of the Communications Workers of America (AFL-CIO), Washington, D.C.

William T. Golden, Investment Banker, Trustee and Member of the Executive Committee of the Systems Development Corporation, Santa Monica, California.

Henry T. Heald, New York City, President of the Ford Foundation.

Kenneth D. Naden, Executive Vice President of the National Council of Farmer Cooperatives, Washington, D.C.

Edith Sampson, Chicago, Judge of the Circuit Court of Cook County, Illinois.

Sydney Stein, Jr., Winnetka, Illinois, member of the firm of Investment Counselors of Stein, Roe and Farnham, Chicago.

Murray A. Wilson, Salina, Kansas, former president of the National Society of Professional Engineers.

MAYON VOLCANO: Regarded as the world's most perfect natural cone, it rises to a height of 3000 feet. At its foot are located the towns of Tiwi, famous for its hot springs; the ruins of Cagsawa; Calayucay Beach resort; and the Legaspi Gulf. (Photos courtesy of Philippine Tourist and Travel Assn.)

To Philippines, early '65

U.S. Industrial Development Mission will promote machinery exports, joint venture

The Department of Commerce has scheduled a Trade Mission to the Philippines January 25—February 20, 1965.

The Industrial Development Mission, to be composed of six U.S. businessmen with specially selected backgrounds of experience, will be accompanied by two officials from the Department, serving as Director and Trade Development Officer.

To increase the U.S. share of the expanding Philippine market and take advantage of the rapid industrialization there, the Mission will be promoting exports to the Philippines through direct sales of products and through establishment of agencies and distributors. It also will be seeking opportunities for interested U.S. businessmen to obtain profitable joint-venture operations or licensing arrangements. The Mission will carry with it for personal handling Business Proposals submitted by U.S. firms (see accompanying article).

The Philippine market is third in importance to the United States in the Far East, reaching more than $300 million annually. As the tariff preferences accorded the United States under the revised U.S. Philippine Trade Agreement have progressively declined, however, the U.S. share of the total import market in turn has decreased. The present population is 30.5 million and the annual growth rate is 3.2%. Export earnings have recently moved up substantially and the currency remains stable. The increase in gross national product for 1963 was 4.8% and the forecast is for an increase in total imports to $900 million over the next few years.

Itinerary

The Mission, to arrive in Manila January 25, will also visit Cebu, Bacolod, Davao, and Iligan, and complete its program on February 20.

Business Information Centers will be established for Philippine businessmen interested in consulting with members of the Mission, or in the Business Proposals offered by U.S. firms, or in presenting business offers of their own. In addition to these personal interviews, meetings will be programmed with Philippine trade organizations, chambers of commerce, and Government officials. Plant visits also will be arranged for discussions with company managements of their plans for expansion, retooling, or modernization.

Composition of the U.S. Industrial Development Mission has been determined after personal consultations with the Economic and Commercial Offices of the U.S. Embassy in Manila and with members of Philippine industry and Government.

The Mission will be comprised of members selected from fields described in the following paragraphs. Businessmen who qualify and are interested in volunteering their services are invited to make known their availability to the Director, Trade Missions Division, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230, or to any of the Department's Field Offices.

Licensing—Joint Venture: Qualified to discuss all aspects of joint-venture opera-

tions between U.S. and Philippine firms including presentation of proposal, facts to be included, nature of such agreements, profit and risk, essential requirements of capital, labor and markets. Fully experienced in actual completion of arrangements in international field, particularly in area of financing and credit, with knowledge of companies specializing in these operations.

Food-processing equipment: Knowledgeable about machinery for freezing fruits, fish, and vegetables as well as for canning and dehydration processes. Should be familiar with U.S. sources of food-processing machinery and equipment. Familiarity with packaging equipment and U.S. sources of supply desirable.

General machine tools: Versed in uses of general machine tools; particularly qualified in the medium size, multipurpose machine tool field. Able to answer technical questions on production methods and machine tool characteristics and capabilities.

Specialized machinery for mining and smelting: Technical knowledge necessary of the broadest range of machinery for this industrial field. Capable of discussing newest developments in, and U.S. sources of supply of, mining and smelting machinery.

Machinery and equipment for manufacture of basic chemicals. Experienced in machinery requirements and materials usage from raw material through intermediate and end products. Should have ability to discuss machinery and equipment needs of various segments of the chemical industry and to advise as to U.S. sources of supply.

Specialized equipment for commercial fishing industry: Should have broad knowledge of most equipment needed for commercial fisheries, for example, boats, nets, and freezers. Must know U.S. market sources and be able to advise as to newest types of fishing aids available.

Need current report

Your Business Proposal must be accompanied by one of the following, unless previously submitted within the past year: (1) Department of Commerce Form IA 57 (Registration of U.S. Firms Interested in International Trade or Investment), which may be obtained from your local Department of Commerce Field Office; (2) a current mercantile agency report, or (3) a current bank report.

Market profile—Philippines

Natural resources: Land area, 115,000 square miles (slightly larger than Arizona) made up of 7,000 islands—including 11 major ones. Climate, tropical; rainfall generally abundant, drier season March-June. Land 57% in forest, only small part being exploited; 21% of land under cultivation. Gold, copper, iron ore, chromite, and manganese, produced in large quantities; also produce lead, zinc, quicksilver, sulfur-bearing pyrites. Chromite resources among largest in world. Nickel-iron and tungsten deposits. Exploration for petroleum underway. Only small part of country adequately surveyed for minerals.

Population: 30.5 million. Over 3% annual increase. Nearly half on island of Luzon. Predominantly of Malay origin. Foreign population estimated at over 200,000, mostly Chinese. Official languages: English, Spanish, Tagalog. English used in commercial circles; 40% of people speak English.

Economy: Basically agricultural, 1963 gross national product (GNP) estimated at $3.7 billion; per capita GNP, at $130. Agriculture occupies 61% of employed, accounts for 34% of national income. Manufacturing (including food processing) accounts for about 20% of GNP. Heavy industry lacking, but integrated steel industry and aluminum industry planned. Production of textiles, tinplate, rolled steel, aluminum products, cement, plywood, tires, flour, petroleum refining, and glass has expanded in past few years. Mining is important to economy; continued expansion seen. Country is world's second largest chromite producer, second largest copper producer in Far East.

Financial situation: Problem of large Philippine balance of trade deficits which precipitated foreign exchange crises in 1961 temporarily alleviated by 1962 currency devaluation. Despite noticeable credit expansion in 1963, complaints of tight money heard from business community. Currency unit is the Philippine peso; 3.9 pesos = $1.

Foreign trade (f.o.b. value in thousands of U.S. dollars)[1]

	1960	1961	1962	1963
Total imports	603.9	611.3	586.1	618.2
Total exports	560.4	499.0	556.0	727.1
Imports from U.S.	255.3	288.7	253.1	253.7
Exports to U.S.	284.1	268.2	280.7	330.6

[1] Source: Philippine Central Bank.

Principal trading partners: United States, Japan, Federal Republic of Germany, Netherlands, United Kingdom. Main imports: Machinery and transport equipment, food products, textiles, petroleum. Main exports: Sugar, coconut and coconut products, minerals and metals, logs and lumber, abaca.

Submit proposals to spark interest of Philippine firms

Must be received in Washington by December 1 to be distributed before U.S. Mission's arrival

U.S. firms interested in doing business in the Philippines are invited to submit their business proposals to the Director of the U.S. Industrial Development Trade Mission.

U.S. firms with a product or service to sell, those seeking agency or distributor relationships, or firms interested in entering into other business arrangements are invited to participate in this program. Proposals should be submitted before December 1.

Business proposals submitted will be printed in summary form, without identification or address, in a booklet which will be distributed throughout the Philippines before the Mission's arrival. Identification will be revealed only to appropriate foreign firms or individuals after consultation with a Mission member on

a specific proposal. U.S. firms will be provided with the names of Philippine companies which express a definite interest, in order that follow-up action can be taken.

To submit a business proposal, firms are requested to answer the questions below and send with 2 copies to the Director, U.S. Industrial Development Trade Mission to the Philippines, Bureau of International Commerce, Washington, D. C., 20230.

- What product or service do you wish to sell or offer?
- Do you wish to appoint an agent or a distributor or sell directly to the end user? Describe the arrangement you desire and indicate whether you will grant exclusive representation in the country or region (the Trade Mission will not seek a substitute for an established agent).
- Are you interested in a joint venture? If so, describe your proposition briefly giving details of products or services to be provided.
- Are you interested in licensing a qualified firm to manufacture your product abroad? Provide a description of the agreement you desire.
- Do you wish to import for your own account or act as a commission agent?
- What type of firm is best qualified to transact your business?

Each proposal must be accompanied by information such as brochures and other descriptive material not to exceed 50 single sheets. Data on the size and scope of your firm, catalogs, and pricelists are appropriate. Price information should include cost-insurance-freight (c.i.f.) quotations.

If you are representing several firms, you must submit a separate business proposal for each client, with each specified by name and contact.

If your firm offers a variety of products, summarize them by commodity groups and submit a separate proposal for each grouping.

35-word summary

A booklet containing a summary of all business proposals will be distributed in the Philippines. A summary in 35 words or less of each proposal must be submitted for inclusion in this booklet, at the time the other information is forwarded.

Business proposals must be accompanied by one of the following, unless previously submitted within the past year: Department of Commerce Form IA 57 (Registration of U.S. Firms Interested in International Trade or Investment), which may be obtained from your local Department of Commerce Field Office; a current mercantile agency report; or a current bank report.

HAND OPERATION: Copra drying kiln in Silang, Cavite shows machinery lack in major Philippine industry.

PINEAPPLE PACKING: Modern equipment is shown in use in Del Monte plant in Misamis Oriental branch.

DUCK FARM: Poultry farms still play an important part in the agricultural activities at Pateros, Rizal.

See new role in India for private foreign capital in country's development plans

U.S. industrialists report on meeting in New Delhi sponsored by business group; President pledges to support businessmen who follow-up on Indian investment

Indian officials expect private foreign capital to play an increasingly important role in that country's development plans. This was the report given in New York City May 28th to representatives of 150 U.S. companies by members of a U.S. business delegation who visited India in April.

The participation of 30 U.S. firms in the New Delhi conference was arranged by the Business Council for International Understanding (BCIU) at the invitation of the Indian Investment Centre. The BCIU is a non-profit organization of private firms concerned with the problems of democratic, economic, and social development abroad. The Indian Investment Center is a semi-official, non-profit service organization established in 1961 to assist foreign corporations in investing in India.

In a message to the BCIU delegation applauding its initiative, President Johnson said: "The Administration has demonstrated its support of this effort from its inception and will itself take initiatives in the same direction. We will also continue to support those businessmen who follow up on the New Delhi meeting by seeking investment opportunities in India and other developing countries."

Group had 3 goals

According to J. Roy Galloway, Chairman of the U.S. delegation, the objectives of the conference were: to obtain a clearer understanding of the Government of India's policy concerning foreign private investment; to explore steps which could be taken to facilitate the flow of private investment; and to examine more closely some specific investment proposals.

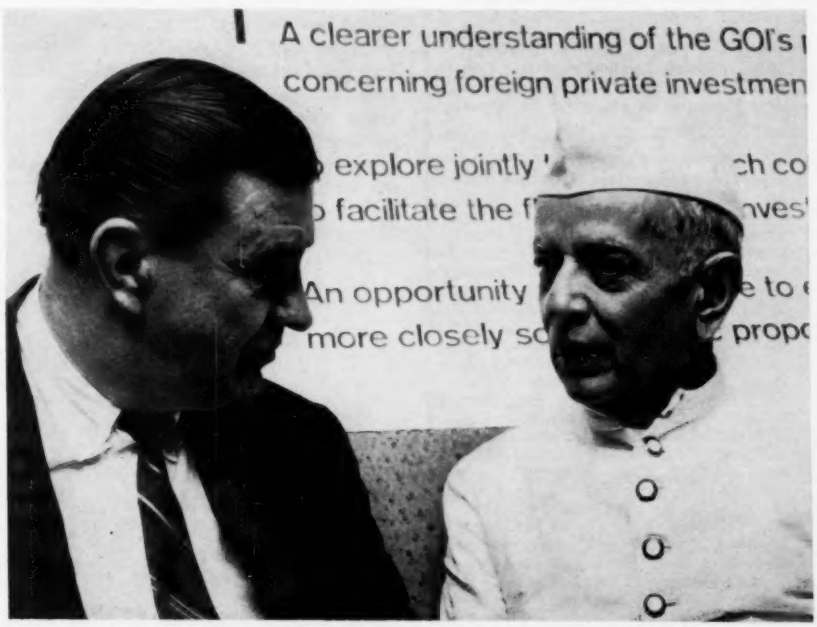
The companies represented on the mission ranged from manufacturers of fertilizer to processors of seafood and were all experienced in international operations throughout the world. About half of the firms were already participating in operations in India and the other half were deeply interested in India and were looking to see where they can fit into Indian development progress.

Franklin D. Roosevelt, Jr., Under Secretary of Commerce, who accompanied the group said at the outset of the meeting: "—We believe that each nation must conceive and evolve that system which is best adapted to its resources, its peoples, and its philosophy; that system which can best solve its own problems and assure its own future. The system each of us has is founded on basic principles common to us both. Therefore, we come not as critics or crusaders. We come to further a partnership—a partnership based on common ideals."

The U.S. delegation listed 10 major incentives that foreign investors look for in deciding where and when to invest:

- Acceptable return on capital employed as compared to competitive opportunities outside India.
- Acceptable level of foreign participation in equity and management control, commensurate with contribution of foreign exchange and "know-how."
- Reasonable amortization and dividend policy with greater freedom to reinvest locally for expansion, technological, and quality improvements.
- Reasonable import duty and other controls, to assure minimum unit investment and operating costs.
- Need for investment in both manufacturing and distribution, in relation to regional demand.
- Freedom to select raw material source consistent with commercially competitive pricing and impact on foreign exchange.
- Flexible product pricing policy consistent with acceptable return on investment.
- Stable, simple, and equitable tax and depreciation policy; avoidance of retroactive tax.
- Adequate staffing by foreign technical experts and managerial talent.
- Expeditious approval procedures, based on well-coordinated planning with equitable allocation of capacity to the foreign private investor.

Finance Minister, T. T. Krishnamachari, called the U.S. delegation's assessment of India's economic objective "extremely fair", and explained some of the measures that had been taken recently by his government to speed up considera-



EXPLAINS INDIAN POSITION: Under Secretary of Commerce Franklin D. Roosevelt, Jr., and G. L. Mehta, Chairman of the Indian Investment Center discuss U.S. investment problems in India at New Delhi meet.

tion of investment proposals; these include appointment of a Liaison Officer for Foreign Investment. His function will be to "smooth the path of investors" and to expedite the processing of investment proposals through all agencies of the Government. In addition, following the recommendations of the Industries Development Procedures Committee, the Government will now issue a letter of intent in advance of an industrial license.

With this assurance of favorable consideration, a prospective investor can proceed with the completion of other formalities. Whereas in the past firms could "sit" on industrial licenses if they were unable to implement them, under the new arrangement if a firm cannot make definite proposals within a reasonable period of time, the letter of intent will become inoperative.

For 22 key industries a special procedure has been evolved to permit simultaneous clearance of all aspects of a proposal such as approval of foreign collaboration terms, approval for the issue of capital, and the issue of import licenses.

22 key industries

The 22 key industries are: pig iron; alloy steel; ferro-chrome and other ferro alloys except ferro-manganese and ferro-silicon; malleable iron castings; steel castings; steel forgings; structurals (heavy); industrial machinery; cranes; machine tools including small tools, dies, jigs, and fixtures; automobile ancillaries; coated abrasives; electric winding wires; fertilizers; sulphuric acid; caustic soda and soda ash; rubber chemicals; petrochemicals including synthetic rubber; pesticides; paper and paper board; cement; and pulp (cellulosic).

Principal topics discussed during the conference were: planning objectives; industrial policy and production—heavy industries; industrial policies—petroleum, chemicals, and fertilizers; approval process; sources of capital; finance policies and taxation; import-export policies; and production facilities.

Galloway summarized the meeting by emphasizing that the flow of international private capital is not altruistic and is independent of the national policies of the originating countries. That flow is governed mainly or solely by conditions prevailing within the many countries which are competing with each other for the inflow of capital. He told the group that:

"In the light of the significant strides which the Indian economy had already made in recent years towards that goal; with the political and financial stability which has stemmed from democratic institutions and good government; with the vast potential market which India's large and industrious population represents, India should offer an outstanding opportunity for business enterprise. We are hopeful that as a result of this conference the investment climate will improve and that increased private foreign investment will assist India in achieving economic goals."

Participants

The participants were: Nelson D. Abbey, Jr., and Peter Hoguet, Abbey-Etna Machine Company; William H. Winfield and David A. Climan, Allied Chemicals Corporation; Robert B. Wolf, American Cement Corporation; Rawson L. Wood, Arwood Corporation; R. M. Dorman, Bechtel Corporation; Harry C. Moore and H. E. Tower, Beloit Corporation; Charles M. Evans, Brown & Sharpe Mfg. Co.; T. G. Hughes, California Chemicals; Francis T. McGuire, Deere & Company; Elmer K. Stilbert and Robert Forsythe, Dow Chemical Company; Willem Holst, James Lewis and Clayton Thomas, Esso Standard Eastern; and Franklin R. Hoadley, Jr., Farrel Corporation.

Also H. T. Marks and R. M. Mueller, Ferro Corporation; Elton H. Schulenberg, Firestone Tire and Rubber Company; D. L. Matthews, Goodrich-Gulf Chemical; George Doughman, International General Electric Corp.; Charles S. Dennison, International Minerals & Chemical Corp.; John G. Copelin, International Telephone & Telegraph Corp.; Leonard Schwartz, Kaiser Industries; George W. Naylor and Paul M. Miller, Koppers Company; Ralph Wise and Dr. H. R. Shaak, Lummas Company; Carl Giese, A. F. Kellerman and Hans Schmid, Mack Trucks Worldwide, Ltd.

Also C. Coleman Fisher and Harold A. Hilgendorf, Mobil Chemical Company; Alfred Rau, National Forge Company; J. Roy Galloway and Dr. D. P. Anita, Union Carbide Corporation; Gilbert Van Camp, Jr., and Harold F. Carey, Van Camp Sea Food Company; Jose de Cubas, Westinghouse Electric Corp.; Sacket R. Duryee and J. P. Koszarek, Wyman-Gordon Company; and John Habberton, BCIU.

'Aid India' consortium pledges $1 billion to aid 4th plan year

Emphasis is on non-project aid to finance required imports

The "Aid India" Consortium held its 10th meeting in Washington recently, and pledged the equivalent of $1,028 million in aid available during the fourth year of India's current Five-Year Plan. This brings total consortium aid during the first 4 years to $4,445 million.

The plan calls for a total of $5,460 in external assistance over the entire 5-year period.

The U.S. matched last year's pledge of $435 million. Other participants were: Austria ($1 million); Canada ($41 million); France ($20 million); Germany ($95 million); Italy ($36 million); Japan ($60 million); Netherlands ($11 million); United Kingdom ($84 million); and the World Bank and IDA ($245 million).

Members of the Consortium considered it important that a substantial part of the aid to be extended to India during the coming year should be in the form of non-project aid which could be used to finance imports required for the maintenance of the Indian economy. Approximately half of the aid pledged at the meeting is expected to be in this form.

The U.S. has pledged a total of $1,850 million in aid during the 1st 4 years of the current plan. Other totals are: Austria ($13 million); Belgium ($20 million); Canada ($132.5 million); France ($100 million); Germany ($558.5 million); Italy ($134 million); Japan ($230 million); Netherlands ($33 million); United Kingdom ($434 million); World Bank and IDA ($940 million).

Eximbank loan boosts Nicaraguan grain storage

The Export-Import Bank of Washington and the Nicaraguan Government have signed a previously announced $1.25 million Alliance for Progress credit in favor of Instituto Nacional de Comercio Exterior e Interior (INCEI) an entity of the Nicaraguan Government.

The U.S. equipment to be financed by the credit will provide grain storage facilities at or near 5 cities across Nicaragua.

'No credit' rings 'no sale'

To make money, U.S. exporter must adjust to world's 'buy now-pay later' philosophy

By STANLEY E. HOLLIS

Consultant, Foreign Credit Insurance Association

U.S. exports currently are running to more than $21 billion a year. How much goes for cash and how much is sold on credit?

There is no authoritative answer. Intelligent guesses are based on studies of known trade practices, payment conditions applicable to major product groups and published Department of Commerce trade figures.

Crude materials and basic commodities traditionally are financed by bankers' acceptances or letters of credit—the equivalent of cash to the seller. But a growing percentage of manufactured exports is shipped abroad on deferred-payment plans.

On the cuff

"A Banker's Guide to Financing Exports," published by the American Bankers Association, says 70% of all U.S. exports were financed by letters of credit as recently as 1955. The amount had dropped to 60% by 1960 and to 50% by 1963.

"The remaining 50% of foreign business," say the authors, "was conducted by using open credit or draft collections having various repayment terms."

FCIA

The Foreign Credit Insurance Association is an unincorporated group of private insurance companies, operating in partnership with the Export-Import Bank of Washington and insuring exporters against foreign commercial and political risks.

Its offices are in New York. Like any other insurance company, it receives, investigates and approves or rejects applications for policies.

Policies provide revolving coverage in amounts from $1,000 to $15,000, based on the exporter's estimate of the maximum that any buyer may owe at any given time. Special application may be made for coverage in excess of $15,000.

The FCIA began operation Feb. 6, 1962, a year after the President told Congress that the government would investigate the matter of export credit insurance for the U.S. exporter.

Businessmen in many world areas often lack adequate local financing. To establish a bank letter of credit to pay for an order placed abroad, the foreign buyer may have to restrict his bank line of credit, besides paying a high interest charge for several months before he receives the goods. He may have to put up collateral or otherwise tie up funds he could be turning over in his business.

Supported by government-sponsored credit insurers, exporters from other nations have for years granted payment terms to their customers. The foreign importer, though he may prefer an American product, will favor suppliers who respond to his credit needs.

Many are afraid

Many U.S. manufacturers, long in business and highly successful in the export field, have substantially improved their sales and profits by granting reasonable terms to credit-worthy customers. But they are outnumbered by firms which do little or no export business because they are fearful of assuming foreign credit risks.

If these firms are to develop their overseas sales potentials and play a part in

the export expansion program, they must adjust to prevailing world business conditions. In today's market, the seller who insists on cash or letter of credit payment loses many opportunities for desirable business. Yet, as any number of experienced international traders will confirm, the bad-debt loss on foreign accounts need be no higher than in domestic selling.

Every credit sale entails some risk. In doing business abroad, it is necessary to evaluate possible political risks as well as the normal commercial credit contingencies.

Commercial risks are measured by essentially the same yardstick in Lima, Peru, as in Lima, Ohio. Political risks are more difficult to analyze because they envisage possible foreign government actions or other developments beyond the control of either the buyer or the seller.

Fear of these unknown dangers has deterred many American manufacturers from entering the export field. Yet firms which have done business abroad successfully for years have learned to live with these risks and have found that, by following certain rules and procedures, their loss ratios can be kept within reasonable limits.

Market information

Besides keeping the usual customer records, the exporter maintains a file on each of his active markets. It is on the current situation reflected in this country file that he bases his judgment of the political or market risk.

The one political risk which gives him the most concern is that relating to exchange transfer delay. Every exporter fears this risk because it can result in a freeze of his entire receivables in a given market.

On more than one occasion in the recent past, this kind of payment blockage has occurred in certain Latin American markets. Even when the buyers paid their bills on time, the related dollar remittances to the U.S. principals were long delayed, because the country's central bank could not supply the dollar exchange to cover the customers' local currency payments.

The area of danger with respect to this transfer risk today is much narrower than in the immediate post-war years since the currencies of most of our principal trading partners are freely convertible. But there is, and will continue to be, a definite hazard in doing business with certain Latin American and other markets until their international payment deficits can be corrected.

Some of the risks

Among other political risks which may cause non-payment are such possibilities as the imposition of new import licensing or exchange restrictions, effective after an order is put in work or shipped; war, civil war and revolution; requisition, expropriation and confiscation of, or intervention in, the business of the buyer, and added transport or insurance charges caused by interruption or diversion of voyage and not recoverable from the buyer.

In doing volume business with customers in many countries, the exporter cannot expect all his bills to be paid on time. As in his domestic trade, he will encounter occasional claims, trade disputes and payment delays.

It is the function of credit management not only to screen individual customers and markets but, of equal impor-

Credit risk information

How does a U.S. manufacturer find out whether his foreign customer is a good credit risk? Among many sources of information, there are these:

The exporter's local salesman—With an order from a new customer, he should include the buyer's banking and trade references and his own comments on the buyer's standing in the local market. Because he is on the scene, he can advise of developments which improve or adversely affect the customer's credit status.

Commercial credit agency reports—Although sometimes sketchy, these contain data not readily available elsewhere. They summarize investigations in local banking and trade sources, give information on the customer's financial strength, progress, reputation and pay record.

Trade references—Reports from other exporters and from ledger interchange bureaus will give information on the credit, payment terms and collection experience of other suppliers.

World Trade Directory reports from the U.S. Department of Commerce.

Bank reports—U.S. banks with international departments receive data from their local branches or correspondents. Reports from foreign banks also can be helpful but are not always impartial.

Buyer's financial statement—This can provide useful information but exporter should remember that some foreign firms are unwilling to provide a complete or accurate picture of their condition.

Advice: Experienced exporters know that the information in their credit files, regardless of source, is subject to change. Hence, they review it periodically.

Credit terms vary

Credit terms to foreign customers vary according to the customer's rating, the kind of product he buys and its destination.

Consumer goods usually are sold on short-term credits seldom exceeding six months. Medium-term credits, usually 1 to 5 years, usually are limited to such durable income-producing items as heavy machinery and plant equipment.

The exporter selling on short terms usually, by prearrangement, draws dollar drafts on his customers abroad. He routes these drafts, attached to the title-bearing documents, through an American bank which, in turn, sends them to its branch or correspondent in the buyer's country for collection.

Such drafts may be payable "at sight" against delivery of the shipping documents—the equivalent of c.o.d. because the buyer does not get possession of the shipment until he has paid the draft.

Time drafts, payable in 30 to 180 days, are more commonly used as the payment instruments. With these, the buyer must give written "acceptance," or agreement to pay the bill in the time period stated on the draft.

This time period may run from the date of the invoice or bill of lading, or from the date the buyer "accepts" the draft. In either case, the collecting bank will require the buyer's "acceptance" before delivering the title-bearing documents.

The draft then becomes a negotiable instrument payable on a fixed maturity date. A draft so presented through a bank with documents attached is known as a documentary draft. In dealing with established, well-regarded customers, many exporters grant "clean draft" or open-account terms. They airmail the shipping documents to the buyer and rely on him to accept the draft on presentation and to pay the bill on its due date.

tance, to follow collections closely and make reasonable adjustments promptly, with a view to avoiding or minimizing losses while maintaining good customer relationships.

Settlements effected through moral suasion and other out-of-court measures generally are preferable to litigation in foreign jurisdictions. This is one of the many areas in which the co-operation of the exporter's resident agent can be most effective.

Man on the scene

As soon as he learns of a dispute or of an unpaid bill, the man on the scene contacts the customer. If he is unable to clear the situation, he reports the facts to his principals, suggesting appropriate corrective steps.

Occasionally it develops that nonpayment is due to an error in the exporter's shipping department. But if the customer is unable to settle the account in full because of some temporary strain, he may be persuaded to make a part payment if granted further time to pay the balance.

In such circumstances, the usual procedure is for the exporter to instruct the collecting bank to remit the partial payment and to have the debtor accept a new draft for the difference, payable on the agreed new maturity date.

In many countries, this procedure preserves the exporter's legal recourse against the drawee and any endorsers or other obligors on the new draft. Should a substantial sum be involved, and the debtor's financial condition appear questionable, the new draft will likely be made subject to protest if not paid on the extended due date.

Think twice

The actual protest of a draft is a step always to be carefully considered. In a number of countries, its effect is almost equivalent to filing an involuntary bankruptcy petition. The mere fact that a draft is subject to protest will often stave off further payment delay.

Should it be necessary to protest, the act of protest will simplify and expedite any further legal action necessary to enforce payment. Many exporters have found the insertion of properly worded arbitration clauses in their sales contracts to be a time-and-money saver in adjusting claims and trade disputes. Approved wordings for these clauses are available from the American Arbitration Association and its affiliated international arbitration agencies in New York.

Every exporter knows that the status of the best-rated buyer can change overnight. So can the political and economic conditions in a marketing area.

Judging political risk

On what information does an exporter base his judgment of political risks? Sources are numerous and varied.

His field agents can tell him about conditions and trends in their territories and he can compare notes with fellow traders at industry meetings.

He studies market data in each issue of International Commerce and other journals.

From the Federal Reserve Bank of New York he can receive monthly tabulations of the Latin American credit and collection experiences of leading U.S. banks.

He can receive the Weekly International Financial News Survey, published by the International Monetary Fund; the publications of the World Bank and the service bulletins of commercial banks.

When reports indicate that a country to which he is selling is beginning to fall behind in its commercial obligations, he can tighten his credits. Should a currency devaluation be foreshadowed, he and his customers can agree to restrict shipments until the situation has cleared.

Contrariwise, the exporter will step up his sales promotion and liberalize credits in other, more prosperous, markets.

For years, the American exporter found himself at a disadvantage with foreign competitors who enjoyed credit-guarantee and financing facilities through their government-sponsored organizations. That disadvantage no longer exists.

Soon after President Kennedy took office, he directed that a program be initiated to give U.S. exporters equality with their counterparts in other countries. His directive led to the establishment of the Foreign Credit Insurance Association (FCIA), which began insuring export credit risks in February, 1962, in co-operation with the Export-Import Bank of Washington.

Broad coverage

FCIA coverage extends to such risks as the buyer's insolvency, protracted payment default, exchange transfer delays and political hazards. The U.S. exporter can now match the payment terms offered by foreign suppliers in selling to any credit-worthy customer abroad. He also has access to more adequate financing aid through commercial banking channels.

In its two years of operation, FCIA has written more than 2,000 policies and has insured shipments to almost all markets of the free world, to an aggregate potential value of more than $600 million.

In no sense is the FCIA program intended to serve as a substitute for good credit judgment and management. It aims to fortify the credit executive by providing him with a double-check on his risk exposures, together with controls and service aids which enable him to lower his bad-debt ratio. It protects management against losses which no amount of skill or foresight can prevent.

Governor Carvel to lead Delaware Trade Mission

7-man Delaware group to visit Poland, Yugoslavia and Spain

Governor Elbert N. Carvel of Delaware will lead a 7-man Trade Mission to Poland, Yugoslavia, and Spain, from June 20 through July 3, in an endeavor to expand export sales outlets for Delaware products.

Sponsored by the U.S. Department of Commerce, the group represents the first industry-organized, Government-approved Trade Mission to travel into countries of Eastern Europe.

Mission members were selected by the Delaware State Development Department and the State Chamber of Commerce. The business members on the Mission will pay their own expenses. The Mission will tour factories and meet local businessmen in Madrid, Spain, and representatives of foreign trade enterprises in Belgrade, Yugoslavia, and in Warsaw, Poland.

The countries selected for the Mission's tour are striving to modernize existing industrial facilities and to add new industries to their economies. Opportunities are believed available in these countries for the sale of such Delaware commodities as agricultural and industrial chemicals, pharmaceuticals, plastics, and hides and leather.

The Mission will also promote the sale of consumer goods of latex, to include baby products and women's foundation garments, and of cosmetics.

U.S.-Rumania accord opens way to more exports by U.S. firms

U.S. drops individual export license requirement for many goods; will grant licenses to export whole industrial facilities

By LEON LEWINS
Bureau of International Commerce

Discussions of matters of common interest, particularly economic and trade matters, between the U.S. and the Rumanian People's Republic were successfully concluded in Washington on June 1.

This development reflects a continuing improvement in U.S.-Rumanian relations in recent years, which began with the settlement of certain claims and other financial matters in March 1960.

The agreements reached between the representatives of the 2 Governments provide opportunities for U.S. firms to export a number of industrial facilities to Rumania. Interested U.S. firms should communicate with the Rumanian Embassy in Washington concerning the specific facilities which Rumania seeks to buy in this country.

The Rumanian delegation was headed by Gheorghe Gaston-Marin, Vice-Chairman of the Council of Ministers and Chairman of the State Planning Committee. The U.S. delegation, which was headed by W. Averell Harriman, Under Secretary of State for Political Affairs, included Dr. Jack N. Behrman, Assistant Secretary for Domestic and International Business, and Eugene M. Braderman, Director of the Bureau of International Commerce of the Department of Commerce.

The representatives of the 2 governments agreed that further steps should be taken to carry forward the improvement in mutual relations. To this end they agreed that:

U.S. role

The U.S. Government would: (**a**) establish a General License procedure under which most commodities could be exported to Rumania without individual export licenses, and (**b**) consider favorably the granting of export licenses for a number of industrial facilities in which the Rumanian delegation expressed special interest.

The Rumanian Government, on the other hand, would authorize the sale or license of Rumanian technology to interested U.S. firms.

EEC Council actions

The Council of Ministers of the European Economic Community has approved a French tariff free quota of 60,000 tons of newsprint (B.T.N. 48.01A) coming from third countries, valid through December 31.

The Council also decided to suspend the tariffs of the Member States on Japanese vellum (B.T.N. 48.01 E II) until December 31.

The 2 Governments also agreed on arrangements for the mutual protection of industrial property rights and processes. Products, designs, and technology exported from the U.S. to Rumania will not be trans-shipped or re-exported without prior consent of the U.S. Government. Also, contracts for imports to the U.S. from Rumania could provide for limitations on re-export or transshipment without prior consent from the Rumanian supplier.

Information exchange

The 2 Governments will facilitate the exchange of information on the use and disposition of products, designs, and technology exported from one country to the other.

Commercial contracts between U.S. firms and Rumanian state enterprises could, moreover, provide for the settlement of disputes by arbitration in third countries or by appropriate international tribunals, as agreed by the parties to the contracts. In addition, the 2 Governments agreed to consult, at the request of either party, about other problems that may arise as trade between the 2 countries grows.

Both Governments also agreed to facilitate: (**a**) the entry, travel, and work of representatives of U.S. firms and Rumanian enterprises, and of respective trade missions; (**b**) the exchange of trade exhibits; and (**c**) the publication of trade promotion materials.

In this connection, the Rumanian delegation conveyed its Government's desire to expand the activity of the New York Trade Office of the Rumanian Mission in the U.S. and the U.S. delegation discussed plans for setting up a Trade Promotion Office in Bucharest. It was also understood that the U.S. and Rumania could establish tourism promotion offices on a reciprocal basis.

Other matters agreed upon by the representatives of the 2 countries included raising the level of their diplomatic missions in Washington and in Bucharest from Legations to Embassies, as of June 1, 1964. Negotiations will begin in September 1964 in Washington for a new consular convention.

In addition, the delegations stated the intention of the 2 Governments to expand the existing program of cultural, educational, scientific, and other exchanges between the U.S. and Rumania.

Eximbank loan to aid Mexican plant expansion

The Export-Import Bank and Spicer-Perfect Circle, S.A. of Mexico have signed a $4 million Alliance for Progress loan agreement. Proceeds of the loan will be used to purchase U.S. equipment, machinery, materials, and related services required for the expansion of Spicer-Perfect Circle's automobile parts manufacturing plant at La Presa, just outside the northern limits of Mexico City.

The project will provide facilities for the manufacture of 4 new product lines, axles, universal joints, valve seals, and commercial castings.

The Dana Corporation of Toledo, Ohio, principal stockholder of Spicer-Perfect Circle, S.A. will provide technical assistance for the construction, equipping and placing the expanded facilities into operation.

Germans put mystery quota on unsugared canned fruit

The Federal Republic of Germany has established a quota of unannounced size for imports from all non-Soviet Bloc countries of canned fruit, without added sugar. Liberalized fruits—pineapples, apricots, peaches, and citrus fruits—are not affected.

The quota is limited to containers with a content weighing less than 11 pounds, but with a total weight of 11 pounds or more.

Applications for import licenses may be made until the undisclosed value limit is reached, but not later than December 30, 1964. Licenses will be valid until December 31, 1964; the first day of customs clearance is July 1, 1964.

LOCATED IN IOWA

Firm sells rope abroad

Started selling fishing flies by mail, now has million dollar annual payroll

FROM THIS: 8-year old fisherman Berkley W. Bedell lands his first fish and becomes interested in the sport, later to become a business and then to lead to honors at the White House on May 26.

Spirit Lake, Iowa, is just about as far as you can get in the United States from most of the overseas international trade markets. But location is no handicap to Berkley W. Bedell, president of Berkley and Co., Inc., whose million-dollar yearly payroll includes one out of every 10 persons in the town of 2,500.

His factory produces fishing lines and leaders, marine cables and cordage, and special industrial wire and cable. The firm's synthetic rope for commercial fishing purposes is in demand in many ports around the world. Their fishing tackle has national distribution and is a popular item in Canadian sporting goods stores. Because fish and fishermen pay little attention to boundaries, Berkley and Co. found themselves engaged in international trade. They found it an exciting and profitable outlet and are taking steps to expand it.

On May 26th President Johnson presented the "Small Businessman of the Year" award at the White House to the man who, at age 15, just 28 years ago, started a business in a bedroom workshop tying flies for fishermen and now has 250 employees. The National Advisory Council of the Small Business Administration selected Bedell for the award as "best exemplifying the imagination, initiative, independence and integrity characteristic of America's millions of small businessmen."

Bedell came to Washington with his wife and 3 children for the White House ceremony, but he planned his trip to combine business with pleasure and his first stop was at the Department of Commerce where he sought advice on how to further expand his overseas sales.

He exhibited his merchandise at a Commerce exhibition at a Stockholm Trade Fair last year and the results were so promising that the firm is now planning to engage a full time representative to sell in Europe. "We have some outlets

(Continued on page 44)

TO THIS: At age 15 Bedell designed new method of making artificial flies and his bed-room workshop was first step to Spirit Lake's largest industry. SBA loans helped industry build new plant.

AND THIS: The Small Business Award for 1964 was presented to Bedell in the presence of Mrs. Bedell and 3 children by President Johnson. Back row—Thomas Shea, SBA; Congressman Joe L. Evins (Tenn.); Wiley E. Mayne; Congressman Charles B. Hoeven (Iowa); Courtland J. Silver, SBA Nat. Advisory Council.

IN TWENTY-FIRST YEAR

Pace quickening at IH

International House will send distinguished group around world in August

By STANLEY LICHTENSTEIN
Staff Writer

At International House, New Orleans, desk tops are covered with maps and the air is full of talk about "missions." Though the strategists poring over the maps have the intensity of fighter pilots at briefing sessions, the missions are part of the 20-year-old organization's activities for "the promotion of world peace, trade and understanding."

Upcoming in August is International House's 50th mission, 64 persons strong, headed for Paris, Rome, Cairo, Karachi, Calcutta, Bangkok, Hong Kong, Toyko, and Honolulu. This month-long tour—involving what is described as the largest globe-trotting group of its kind—is the first around-the-world trade mission organized by International House. Previous missions have gone to every Latin American country, most European nations, the Far East and lands of the Soviet bloc.

Leaving with the blessings of Louisiana Senators Allen J. Ellender and Russell B. Long, the 50th mission will work to promote broader two-way trade relations and mutual understanding. To pave the way for the mission, George W. Healy, Jr., chairman of IH's international relations committee, called in Washington on the ambassadors of India, Pakistan, Thailand, and the United Arab Republic, and IH Managing Director Paul A. Fabry this month is attending a series of official functions, business meetings and press conferences in the cities to be visited. French, Italian, British, and Japanese consuls general in New Orleans are cooperating in setting up the official part of the mission's program in Paris, Rome, Hong Kong, and Tokyo. U.S. commercial officers will be working closely in each country with mission members as they tour port facilities, meet with chambers of commerce and ministers of trade, and visit financial and manufacturing establishments.

TV coverage

Reporters and cameramen for National Educational Television (NET) will accompany the mission as International House's President Henry Zac Carter and First Vice President T. Sterling Dunn lead the group around the world. NET's 68 stations throughout the United States and WYES in New Orleans are expected to present programs on life and trade in the ports to be visited.

Louisiana, Missouri, Texas, and Washington, D.C., businessmen and their wives, port authority officials, board of trade and chamber of commerce leaders, as well as professors, attorneys, doctors and scientists will participate in the 30-day, 8-country, pay-your-own-way mission. About 20 industries and 10 business organizations are represented, and International House aims in particular to facilitate new entries by U.S. firms on the international trading scene.

Mission leaders Carter and Dunn are, respectively, president of Avondale Shipyards, Inc., and group manager of Sears, Roebuck & Co. Among other mission members are executives of Ayers Materials Co., Gulf States Screw Products, Pan-American Life Insurance Co., Jung Realty Co., Equitable Equipment Co., R. E. Neumann, Inc., Prager, Inc., New Orleans Engraving and Electrotype Co., Eagle Asbestos and Packing Co., National American Bank, Sinclair Insurance Co., Zetz 7-Up Bottling Co., Sachse Electric, Inc., and Southern Towing Co.

Contributions

In a 20th-anniversary tribute, Congressman Hale Boggs, a founder and the first executive secretary of International House, cited the trade and cultural missions and certain other important contributions of the organization, including: annual Pan American press seminars,

WHAT'S NEW?: Norway's consul general, Rasmus S. Gundersen, looks over recent acquisitions in IH library. Chief Librarian Harriet Lemann is host.

GRAND HALL: Gobelin Tapestry, Warwick Vase are priceless adornments at International House.

scholarships granted by the IH-administered Cordell Hull Foundation to deserving Latin American students, tourist promotion to and from various parts of the world, periodicals and directories complementing Government cultural and trade works, international exhibits of U.S. and foreign artists, foreign-language instruction, and educational television programs.

Representative Boggs described the World Trade Development Department as "the cornerstone of the daily operations of International House," and credited it with bringing world buyers and sellers together, establishing more than 350,000 overseas contacts for U.S. businessmen, and building up extensive trade information files by country and commodity. Timely material and trade leads, he noted, are published regularly in the IH newsletter, *Trade Winds*, with its column, *Trading Post*, listing hundreds of commodities for export and import. He continued:

"The work of the World Trade Department is enhanced through its close contact with American and foreign chambers of commerce, U.S. Government foreign service posts, foreign government representatives living in the United States, and trade promotional organizations around the world. The department also studies the results of other American city missions to foreign countries for the purpose of trade, travel, and cultural promotion, and participates in many annual international trade conferences."

Membership, facilities

Some 2,500 business and civic leaders of the United States and other countries are grouped together in International House, and IH services and facilities—including the Thomas F. Cunningham trade reference library—are offered free to anyone, anywhere. Housed in the imposing 11-story building on Gravier Street are the four major operating IH departments: International Relations, World Trade Development, the Cunningham Library, and Publicity.

Facilities include foreign language classrooms, an assembly room for film showings and large meetings, a main dining room seating 225 people, private dining rooms, lounges and bars.

The purpose, as Rep. Boggs put it, is to provide an "international clubhouse" for world leaders in economic and cultural exchange. The founders of IH regard it as "a living symbol, in stone and steel and concrete, of our desire to be good neighbors and good trading partners with all the world." Suiting its actions to its words, the organization serves the world community on many fronts. Among recent good deeds: the sending of 2,200 masks for protection against volcanic dust fallout to Costa Rica's Ministry of Public Health; playing host to officers and men of the Swedish training ship, *Alvsnabben*, when it put in at New Orleans; active participation by IH leaders in the work of Radio Free Europe; and aid to ROCAP—the Regional Office for Central America and Panama—in setting up their joint exhibit at the New York World's Fair.

The late President John F. Kennedy recognized "the extraordinary achievements of International House," saying: "I am particularly pleased to see a private organization of this kind working with the several branches of government for the general improvement of our relations with the world community." And former President Dwight D. Eisenhower observed that International House's "spirit and program . . . are a splendid example to cities across the country." Comparable institutions have, in fact, been set up in a number of other cities.

Questions, answers

Queries from all over the world are handled by the multilingual staff of the Thomas F. Cunningham Reference Library at IH headquarters. Among the more than 11,000 volumes in this depository of specialized information on world commerce are trade directories and reference books from all over; statistics published by the United Nations, central banks of many countries, and foreign government offices; periodicals dating back 20 years, and some 450 current periodicals which the library receives.

One of the most effective forms of direct contact with other countries is provided by *Noticias*, the weekly newsletter in Spanish which is distributed to Latin American newspapers by the IH publicity department. The department puts out a steady stream of information on international affairs, trade, shipping, and the advantages of the Port of New Orleans. "VIP," the monthly half-hour program televised by International House over New Orleans' educational TV sta-

tion, WYES, reaches out to new audiences with the gospel of international amity and better trade relations.

With IH's comprehensive organization and ceaseless activities laying the groundwork, the 64-member 50th mission will land at world airports not as a party of strangers, but as the specially selected emissaries of a familiar institution. The mission will also constitute the first large group to use the one-plane New Orleans-Europe service recently inaugurated by Delta Airlines and Pan American World Airways. A follow-up mission is scheduled to leave New Orleans October 16—representing the overflow caused by plane and hotel-space limitations on the current mission.

It's not just a matter of "seeing the world." Managing Director Paul Fabry, reducing the purposes of International House to simplest terms, puts it aptly: "Friends always do business easier than strangers, and strangers can, and do, become friends through understanding and trade."

Special procedures speed air cargo

Air age realities have been recognized by the establishment of a special procedure designed to speed up Customs clearance of export cargo moving by air. It is known as the "Port-of-Origin Air Cargo Clearance Procedure" and is in operation at 22 "port-of-origin" airports.

Utilization of the procedure has grown steadily to the point where 5651 shipments were cleared at ports-of-origin during April 1964. Greater use is anticipated as advantages of the procedure become more widely known.

Under the port-of-origin procedure—which may be used on an optional basis—the inland shipper may present his shipping documents to Customs at the nearest port-of-origin airport where cargo is to be laden on a domestic flight for transfer to an international flight at a gateway airport. Customs also conducts spot-check inspection of the merchandise at the port-of-origin. Correction of documents can be made much more expeditiously if Customs examination takes place near the point of origin of the cargo.

The 22 airports are:

Baltimore, Maryland; Boston, Massachusetts; Buffalo, New York; Chicago, Illinois; Cleveland, Ohio; Dallas, Texas; Detroit, Michigan; Honolulu, Hawaii; Houston, Texas; Los Angeles, California; Miami, Florida; Minneapolis, Minnesota; Newark, New Jersey; New Orleans, Louisiana; New York, New York; Philadelphia, Pennsylvania; Port Everglades, Florida; Portland, Oregon; San Diego, California; San Francisco, California; San Juan, Puerto Rico; Seattle, Washington.

Dynamic President in Nicaragua

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

MANAGUA, NICARAGUA—An official visit by a cabinet member to call upon the president of a neighboring country requires more arrangements than an obstetrician needs in a delivery room. And lately Luther Hodges, who serves as Secretary of Commerce, 180 pounds of benzedrine, has called on a lot of Chiefs-of-State.

Take President René Schick Gutierrez of Nicaragua one day last month. The President looks like Jack Benny at 35. He is outgoing as a rocket and suave as vicuna.

Members of the Secretary's party, after a ride that indicated the driver would rather have the insurance, gathered at the pale wedgewood green palace, a mansion trimmed in white, that looks for all the world like a huge slice of frosted confectionery. This brook-tinted building, guarded by plaster lions at the entrance, sits on the rim of an extinct volcano, filled with water a half-mile deep.

Life in Nicaragua is informal and citizens use the pond to wash laundry. President Schick, pointing to the lines of clothing strung in the palace backyard, grinned and said, "Nicaraguan Laundromat."

On arrival, however, after climbing the high palace steps, a visitor is identified and led past soldiers to the formality of a reception room, big enough to be used for motor-car racing. From the windows one looks to the hills and mountains, and thinks beyond to the huge inland lake of Nicaragua, where sharks survive, and past the short distance to the mosquito coast of the Atlantic.

Five top-ranking dignitaries flank the President and the U.S. Secretary, who sit in beige-upholstered chairs in front of 30 or 40 flags of various nations. The guests sit isle-like, facing one another. The tile room is brilliantly lit by crystal chandeliers like baubles from a collection of Zsa Zsa Gabor necklaces. But the palace somehow has a sort of big-city depot look, lined for reasons of coolness with western-type swinging doors.

President Schick is dapper, dark circles underlining deep dark eyes, a bit of grey at the temples showing through bushy hair. Mrs. Schick sits at her husband's side, thoughtfully fanning a perspiring official with a Japanese fan.

In this atmosphere, something like graduation exercises at dancing school, the President and Secretary exchange amenities. Each assures the other the two nations are as integrated as scrambled eggs. Schick weighs words carefully, as most men measure vermouth in a martini.

"This is too formal," the President declares. "No more speeches." And with this invitation guests move to an adjoining patio where a cool breeze cuts through the humid air.

Once formalities are completed, the President and Secretary retire with a few advisors to a small room, where talks begin on economic matters. President Schick explains that while Nicaragua is still largely dependent upon cotton and coffee, his country is now exporting cattle and bananas, as well as developing fishing and forestry. The Secretary explains the U.S. desire to expand 2-way trade.

This is a land of one and a half million colorful people; a dynamic President leads them; his leadership forged in adversity and cemented by the lava that, driven downward, has covered these verdant plains.

Eight firms, bank added to list of 'E' award winners honored for export expansion assistance

Electronics, pharmaceutical goods, engineering skills, color film, textiles, among categories represented

One at a time, and in twos and threes, the number of "E" award winners rose by nine in the week before Memorial Day.

Five firms and a bank were honored May 26 for playing a significant role in expanding U.S. exports. Three companies were similarly honored the following day.

Evanston presentation

• Shure Brothers, Inc., of Evanston, Ill., manufactures electronic acoustic devices such as microphones, high fidelity phono products, magnetic recording heads and preamplifiers.

The company undertook an extensive program of export expansion eight years ago and now has 45 foreign sales representatives. It has successfully penetrated three areas where local competition was tough—England, Germany and Japan.

Anthony J. Buchar, director of the Chicago Field Office, presented the award to S. N. Shure, president of the firm, at the ceremony in Evanston.

• Parke, Davis & Co., of Detroit, manufactures pharmaceutical and biological products and has developed new drugs to eradicate endemic diseases.

During the past three years, the company has increased its foreign operations by establishing sales offices in Pakistan, Germany, India, France and Belgium. It pioneered the industry's expansion of gelatin capsules for world-wide use. In 1961 this led to a 166.4% increase in exports over the previous year.

• The Manufacturers National Bank of Detroit has doubled its advertising and promotion campaign efforts in the past three years to acquaint businessmen with the opportunities to be obtained in foreign trade.

Since 1957 the international banking activity has shown a substantial increase —with a growth in the foreign exchange volume of more than 50%.

George Donat, administrator of the Business and Defense Services Administration, presented awards in the Detroit ceremony both to the pharmaceutical firm and to the bank. Accepting were W. Richard Jeeves, vice president of international operations for Parke, Davis & Co., and John C. Calhoun, executive vice president of Manufacturers National Bank.

New York ceremonies

The same day, three firms were honored at once at a ceremony in Rochester, N.Y.

• Bausch & Lomb, Inc., of Rochester, manufactures optical, ophthalmic and electronic products. It distributes its products in 140 countries and territories through agents, branches and dealers.

The firm tries to give its export customers the best possible service and has organized local repair service in many territories. Its export sales have risen steadily during the past few years.

• Dynacolor Corp. of New York, N.Y., manufactures and processes photographic film and paper products including reversal color film, photofinisher and school papers, microfilm, and diffusion transfer copy paper and certain types of processing machinery.

The firm's international division started its export marketing in Europe, where it now has four color processing set-ups to handle film for customers. It also has developed sales in Latin America and is currently developing markets in the Far East and Middle East.

• R. F. Communications, Inc., of Rochester, manufactures electronic products, chiefly side-band radio communications equipment. The company was founded in 1961 and went after export sales immediately.

It now sells substantially in 21 nations and has begun to move into the European market. The company is one of the youngest in the nation to be honored with the "E" award.

John S. Stillman, Commerce Department deputy for congressional relations, presented the awards to the three organizations at the ceremony. Receiving the awards were Paul H. Bonart, manager of the Bausch & Lomb international division; William J. Brown, president of Dynacolor Corp.; and William J. Stolze, president of R. F. Communications, Inc.

The following day, New York and Denver were the scenes of two ceremonies honoring three firms.

• Everfast Fabrics, Inc., of New York, N.Y., is a textile converter or marketing company. It exports printed, piece-dyed, and woven cotton and rayon for women's and children's apparel and for interior decoration.

Its principal export markets are Canada, the United Kingdom, the European Common Market countries, Australia and, in the past two years, Japan. Its export sales are based on company originality and energetic selling.

Robert E. Simpson, director, Office of International Regional Economics, presented the award to Benjamin F. Erlanger, chairman of the Board of Everfast.

Denver citation

• Humphrey Engineering Co. of Denver, sells engineering skills and manufactures ore concentrating equipment.

The company, through international advertising, exhibits at mining shows and association of personnel with mineral engineers overseas, has consistently obtained contracts to develop equipment and make installations in many parts of the world.

• Louis Berger, Inc., of Camp Hill, Pa., is a consulting engineering firm. In 1957, the company actively decided to seek overseas projects to provide assistance to developing nations.

During the first four years, export sales rose slowly about 5% to 10% a year. Last year, one third of the firm's income came from sales abroad. Principal areas where it has developed a potential for engineering services include West and Central Africa, Southeast Asia, the Middle East, Spain and Germany in Europe, and several Latin American countries.

Dr. Jack N. Behrman, assistant secretary for domestic and international business, presented the awards to the two firms at the Consulting Engineers Council in Denver. Accepting were I. B. Humphreys and Dr. Louis Berger. Both men are presidents of their respective companies.

GAS HEATING APPLIANCES

Manufacturer of coal and oil heating appliances and equipment seeks license to produce gas heating appliances and equipment and other products formed from sheet metal.

Write: S. A. Les Forges de Belle-Vue, c/o Belgian Consulate General, Industrial Information Service, 50 Rockefeller Plaza, New York, N.Y., 10020.

European shoppers polled

Reader's Digest surveys cover 140 marketing items in Great Britain, EEC

Ranging from "Air travel" to "Wine, sparkling," 140 marketing items, plus popular attitudes and opinions, were examined by 6 research firms interviewing 12,500 persons in 7 countries for a Reader's Digest Association study, *The European Common Market and Britain*. This study turned up rich data.

The published results take the form of 68 tables and over 14,000 percentages covering household possessions, conveniences and supplies, food products and cooking habits, personal and family activities, special attitudes and opinions, and the like.

The 10 concluding tables (51-60) of the basic report, plus several in the appendix, report on "an experiment in letting nations see themselves as others see them." Included are tables dealing with attitudes towards products and workmanship of the United States, Sweden, and Japan as well as Common Market countries and Great Britain.

BEST FOOT FORWARD

—favorite products, makers as seen by people in 7 countries

	France	Germany	Italy	Netherlands	Belgium	Luxembourg	Gt. Britain
French-made	chinaware dresses cosmetics cars	cosmetics dresses cars aircraft	cosmetics dresses	dresses cosmetics cars aircraft	cosmetics dresses chinaware cars	dressses cosmetics chinaware cars	cosmetics dresses cars aircraft
German-made	beer cameras cars chemicals	beer refrigerators cars drugs	beer cameras motorcycles typewriters	cameras cars beer refrigerators	cars cameras refrigerators drugs	refrigerators beer furniture cameras	cameras cars beer chemicals
Italian-made	leather goods cars motorcycles typewriters	leather goods woolens cars motorcycles	leather goods cars motorcycles men's suits	leather goods motorcycles cars dresses	leather goods men's suits motorcycles cars	leather goods woolens motorcycles typewriters	leather goods motorcycles men's suits cars
Dutch-made		chinaware woolens		beer leather goods woolens chinaware	chinaware	syn. fibers woolens	
Belgian-made	beer			beer	beer furniture leather goods woolens	woolens leather goods drugs	
British-made	woolens men's suits cars aircraft	men's suits aircraft woolens motorcycles	woolens men's suits aircraft cars	men's suits cars aircraft motorcycles	woolens cars men's suits aircraft	men's suits motorcycles cars woolens	woolens men's suits beer cars
Swedish-made		furniture woolens	furniture	furniture cars woolens	furniture	furniture	furniture
Japanese-made	chinaware cameras	cameras chinaware motorcycles	chinaware cameras	cameras chinaware motorcycles	cameras chinaware	cameras	cameras motorcycles chinaware
U.S.-made	aircraft cars typewriters refrigerators	aircraft cars chemicals drugs	aircraft drugs chemicals cars	aircraft cars chemicals drugs	aircraft cars refrigerators chemicals	aircraft chemicals drugs cars	drugs aircraft refrigerators cars

When it comes to the "Reputation of Nine Countries as Manufacturers" and "Products That Nine Countries Excel at Making," the data indicated that Germany is first and the United States second in esteem among the peoples of EEC countries and England. The 9 manufacturing countries were rated in this order by the 12,500 persons polled: Germany, the United States, France and Italy (tied for third place), Great Britain, Japan, Sweden, The Netherlands, and Belgium. With regard to specific kinds of products, the persons polled showed an "awareness" of relative excellence among the 9 competitors in this order: Germany, the United States, France, Great Britain, Italy, Japan, Sweden, Belgium, and The Netherlands.

Editors of the report observe: "Stereotypes are revealed in the findings, and they are much alike from country to country. There is clear evidence of the persistence of old beliefs in some areas and of the acquisition of new knowledge in others."

Inquiries concerning *The European Common Market and Britain* should be addressed to Director of Research, Reader's Digest, 200 Park Avenue, New York, N.Y., 10017.

Ohio U. seminar to review Latin-U.S. trading ties

"Doing Business in Latin America" will be the subject of a June 25-26 Ohio University seminar in Cleveland at the Sheraton-Cleveland Hotel.

Featuring case studies, panel discussions, and lectures, seminar proceedings will include two luncheons, a dinner, and a social hour. Highlights include June 25 sessions on Latin America's social, political, and economic background; a case discussion of human relations and marketing; a luncheon address on "The American Manager in Latin America," by Dr. Claude McMillan, business administration professor at Michigan State University; afternoon sessions on labor relations, and credit and investment insurance; and a dinner address on "Future Profit Potential of Latin America," by Claude W. Courand, director, American Republics Division, U.S. Department of Commerce.

June 26 highlights will include discussions of finance, legal aspects of doing business in Latin America, general management, and techniques of establishing business in Latin America.

The seminar is given under the management development programs of the university's College of Business Administration.

Engineers slate global meeting at Colorado U.

Second international institute to run from September 23 to 25

"World Competition in Engineering and Construction" is the theme for the Second Institute for International Engineering, to be held September 23-25 on the Boulder campus of the University of Colorado.

Joining with the university in sponsoring the conference are the Consulting Engineering Council, the U.S. Department of Commerce and its Regional Export Expansion Council, the Small Business Administration, and the Consulting Engineering Association of Colorado. Tentatively scheduled are:

Speakers and panelists will be recruited from the engineering profession, high-level government positions, and professional associations and journals.

September 23 talks and sessions on "The U.S. Engineer and Contractor in a Competitive World," "The U.S. Businessman and the U.S. Engineer as a Team in Obtaining International Contracts," "A Comparison of the Foreign Government and the Foreign Businessman as Clients," "Foreign Consulting Firms," "Foreign Government Activities Affecting Competition" and "The Turnkey Question."

September 24 sessions including case histories showing how U.S. firms succeed in international competition, progress reports on the White House Conference on Export Expansion, U.S. Government efforts to help sell American engineering and construction services abroad, legal affairs and international finance, and a banquet talk on the U.S. engineer in the international field.

September 25 sessions on international contract documents, finding consultants for overseas work, world-wide engineering activities (luncheon), and "Needed: A Positive Program of Action by the Profession and the U.S. Government to Develop Overseas Business for Engineers and Contractors."

Write: William D. Boub
Bureau of Continuation Education
352 Chemistry Building
University of Colorado
Boulder, Colorado 80304

International Trade Winds

TUBING—Ziegler Steel Service Corp., Los Angeles, has shipped a Yoder electric-welded steel tube mill to Hong Kong to be used in the British crown colony's first production of such tubing, primarily for furniture, ornamental iron work, scaffolding and other applications. Ziegler, with 5 plants in California and Hawaii, began the first offshore operation by a U.S. mainland steel distributor when it opened its Honolulu warehouse in 1959. The firm's export division, specializing in architectural products and machinery as well as metals, recently sent two partial ship charters for construction machinery—one of the largest West Coast heavy-equipment shipments—to Manila and Hong Kong.

GLASS FIBER—American Air Filter Co. is launching its first glass-fiber manufacturing operation in Europe. AAF Nederland n. v., a wholly-owned subsidiary, will open an 18,000-square-foot plant at Amsterdam, where raw materials can be received and finished products readily distributed within the Common Market. The glass-fiber operation uses natural gas, plentiful in Holland after recent discovery of vast reserves.

APPLIANCES—Philco Italiana is developing a 45-acre former military airport into a modern manufacturing facility near Bergamo, 40 miles northeast of Milan. The Bergamo project is the first of a series of planned moves to increase production capacity and sales by the Italian firm in which Philco Corp., a wholly-owned Ford Motor Co. subsidiary, has stock interests and license agreements. Philco-Bendix automatic washers, and then refrigerators and air conditioners now produced at Robbio, Italy, will be manufactured at Bergamo.

DRYING PROCESSES—Hupp Corp. of Cleveland has licensed Mitchell Engineering, Ltd., United Kingdom, to manufacture and sell on a royalty basis various processes of the Hupp Smitherm Division. Included are ink drying, tunnel driers, vacuum continuous-freeze drying, deep-fat cooking and other drying equipment. Mitchell also acquired exclusive world rights, except for the United States, Mexico and Canada, to the Smitherm pressure-dyeing system, as well as non-exclusive rights for Smitherm liquid heaters and radiators.

Dignitaries sniff big hit

The vice president of Spain sniffed, but not with hauteur.

It was more a matter of hunger pangs.

The occasion was the formal opening of the International Samples Fair in Barcelona June 1 and a tour of the United States exhibit of food processing, packaging and preservation equipment.

Capt.-Gen. Augustine Munoz Grandes and other Spanish government officials took the tour with Secretary of Commerce Luther Hodges as their guide. Ambassador Robert Woodward and Consul General David Fritzlan also were members of the party.

Chicken and ribs

Eyes lingered—and noses quivered—at a section of the U.S. exhibit devoted to machinery for barbecuing chicken, ribs and ham. Crowd reaction in the first few days of the international fair indicated that this sizzling section would be one of the hits of the show.

Twenty-eight U.S. firms took space in the exhibit, which is under the auspices of the Department of Commerce Bureau of International Commerce. They are housed in the Palacio Ferial, a new fairgrounds building which began service last year.

U.S.-made merchandise on display ranges from juice extractors to meat-stuffing equipment, from egg-sorting machines to bottling devices, from refrigeration units to plastic equipment. This year's showing is the second for the U.S. in Barcelona since the Commerce Department launched its commercial trade fair program in 1963. Object of the program is to help manufacturers increase exports by entering international shows.

'Exports mean jobs'

"Exports mean jobs for American workers just as they do for Spanish workers and they mean profits for American firms as they do for Spanish firms," Secretary Hodges said at the official opening of the U.S. exhibit June 2.

He said firms taking part in the export-expansion program "are the front-line troops in the United States' renewed effort to earn its proportionate share of an expanding world market."

The second day of the fair was "America Day." Fair president Ramon Par was among the officials who greeted a throng of visitors to the U.S. exhibition. After the ceremony, Hodges greeted 250 officials and businessmen at a reception on the upper terrace of the fairgrounds restaurant.

On the first night of the fair, members of the U.S. delegation were guests of the City of Barcelona and the fair's executive committee at an inaugural banquet at the National Palace at Montjuich. That same night, Secretary Hodges and Vice President Grandes also were guests at the annual banquet of the American Chamber of Commerce in Spain. Each spoke briefly, expressing desires for two-way trade between the United States and Spain.

The Barcelona fair, which attracts buyers from Europe, the Middle East and North Africa, is primarily for businessmen although the public is welcome. The U.S. exhibit concentrates on products of interest to the food industry, on the basis of market surveys showing that the Spanish are ready to accept new and better processing, packaging and preservation equipment.

Before the second day of the show ended, U.S. exhibitors reported the sale of one big food-handling machine and leases on two others. In addition, several firms actively seeking Spanish agents reported inquiries from a number of interested persons.

Besides showing interest in the barbecuing machinery, visitors also are being attracted to machinery which automatically candles and grades eggs and to equipment which automatically uncases and washes soft-drink bottles.

The fair will continue to June 15.

A VIEW FROM THE PLAZA—Crowds stream across Barcelona's Plaza de Espana and into the grounds of the International Samples Fair, where U.S. exhibit of food-processing machinery attracts many visitors.

Rain, traffic jams in Frankfurt fail to keep visitors and buyers away from opening of Interstoff

Previous exhibitors report increase in number of buyers; 4-day clothing show expected to be 'resounding success'

Rain and traffic jams in Frankfurt, Germany, mattered little to visitors and buyers who attended the May 26 opening of the Interstoff Fair.

The U.S. exhibit at the clothing show opened on schedule with an "optimistic tone," according to the U.S. Consulate General in Frankfurt, and all indications "point to a resounding success."

Traditional practice at the fair had led exhibitors to expect little attendance before noon on opening day but they were "agreeably surprised" when buyers began coming in before 10 a.m. By noon all booths were busy, with lines forming in front of some.

Firms who had previously exhibited at this show reported buyers are more numerous and more interested than in past years. The U.S. exhibit was so "dramatic and compelling," reported the Consulate General, "that one German newspaperman was heard to suggest that the German textile industry should follow the same pattern and plan similar cooperative showings next year."

The textile industry in Germany reportedly was impressed by stretch fabrics, polyester-cotton mixtures, and splashy original prints. Fair officials reported that some pre-opening orders were actually booked, among them orders by buyers from Iraq and South Africa.

Theme of the U.S. exhibit was the "American Look of Tomorrow." The fabrics on display were designed for the 1965 spring and summer seasons. The fair closed May 29.

International shipping fair scheduled next year in Oslo

An international shipping fair will be held May 14-30, 1965, at the permanent Fair Building in Oslo, Norway. Invited to participate are:

Shipping companies, brokers, marine insurance, banks and financial institutions, shipbuilders and sub-contractors, suppliers of ship accessories, shipping agents, classification companies, forwarding companies, private and state-owned shipping and export institutions, salvage companies, training and recruiting organizations, social welfare and humanitarian organizations, and harbor and canal authorities.

U.S. representation sought in Swiss toy, souvenir fair

A toy and souvenir fair, held under the name SPISO, featured products from 18 different countries March 18-23 in Bern, Switzerland.

Dates for the 1965 fair have not been set but will, on request, be sent to interested U.S. manufacturers later this summer. The fair is organized by leading Swiss toy manufacturers.

Write: W. Strahm, Schauplatzgasse 33, Bern, Switzerland.

Additional information on international trade fairs is available, unless indicated otherwise, from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

International fair of Algiers to take place in early fall

The 1st International Fair of Algiers will be held Sept. 26-Oct. 11 at Dar-El-Beida, a suburb of the capital city. U.S. firms are invited to participate.

A large international representation is expected, according to the Algerian government. It is the first economic exhibition in that country since independence.

Additional information about the fair is available from Mohamed Aberkane, Charge d'Affaires, Embassy of Algeria, Washington, D.C.

U.S. businessmen told to lift the latch and look in doorway to European markets

Specialized trade fairs in Central Europe offer many advantages, says director of Cologne exhibition after speaking tour of U.S.

Central Europe's specialized trade fairs are the doorway to continental markets, and U.S. businessmen would do well to lift the latch and look in.

So says Dr. Robert Krugmann, director of the Cologne International Trade Fair, who recently completed a North American speaking tour that included talks in Chicago, Seattle, San Francisco and Los Angeles, as well as in Canada and Mexico.

A specialized fair, Krugmann told an audience of 200 Chicago-area businessmen, is "a market which is limited to the international offer of one or several affiliated lines" of merchandise. It is held on a schedule which doesn't vary as to date and place. It lasts only a few days and is closed to the general public.

Calendar of 10

The Cologne International Trade Fair, celebrating its 40th anniversary this month, is the site for 10 specialized exhibitions. They are devoted to housewares and hardware, the photo industry, foods, furniture, supplies for the furniture and wood-working industries, men's and boys' clothing, lingerie, children's merchandise, sporting goods and bicycles and motorcycles.

Because 330 million consumers are

crowding the West European market today, the specialized trade fair is the place to find out about "the supply and demand of Europe," Krugmann said.

He said specialized fairs offer these advantages:

All factors relevant to sales can be tested in the confines of the exhibition—offers, distributing systems, customer

DR. ROBERT KRUGMANN

preferences and buying habits.

Fast and reliable

The exhibitor has "a fast, reliable and inexpensive opportunity" to compare his products with those of his international competitors as to quality, price and delivery schedules.

He can meet old customers, find new ones and make contacts for more business after the exhibition.

He can find license-holders or agents for other European countries.

In Germany alone, Krugmann said, there are specialized fairs for 27 lines of merchandise. Last year, he said, the Cologne International Trade Fair attracted 8844 exhibitors, of whom 222 were from the U.S.

And, he said, "There still are considerable potentials for trade expansion, especially as far as the trade of consumer goods is concerned."

LATE CALENDAR ITEM

Consultations between area businessmen and returning members of U.S. trade missions to New Zealand and Venezuela will be held in Philadelphia June 11 under auspices of the Philadelphia field office of the U.S. Department of Commerce. This item was received too late for inclusion in the "Calendar for International Traders" in this issue of INTERNATIONAL COMMERCE.

Germans prefer old way of building houses but trend noted toward prefabricated type

Industries fair scheduled next fall, to be largely commercial; buyers expected from many European and Latin American countries

The traditional method of putting up a house is still preferred in Germany but the building industry there appears to be stepping across the threshold toward the prefabricated kind.

The main reason for this trend is shortage of labor. This factor has caused residential builders to search for labor-saving materials, machines and techniques.

Germany still has a large number of small craft shops in the building trades but the craftsman is starting to recognize the advantages of cost- and time-saving mechanized tools.

Survey

The result is sales possibilities for U.S. manufacturers who want to develop this growing market. This is the conclusion of a recent market survey done in connection with the German Industries Fair scheduled in West Berlin Sept. 19-Oct. 4. U.S. firms are invited to participate.

The fair, held annually since 1949, has always included industrial and consumer goods. Visitors last year totaled 330,000. This year's show, unlike the others, will be largely commercial. Buyers are expected from neighboring countries and from Latin America.

An opportunity to meet with leaders in the foreign building and construction fields will exist during the fair's "Building Week" when city officials, architects and other experts in that field from West Germany and abroad will discuss several building and planning problems.

Promising items

Products recommended for the German market include those in the following categories:

Roofs, floors, walls and ceilings; accessories for wall, roof and floor construction; glass; installation materials and equipment; doors, hatches and windows; heating equipment; tools and light machinery; built-in appliances; and nonresidential products.

U.S. materials and equipment that decrease labor costs generally have a strong potential in Germany and should be stressed in all promotional efforts, according to the market survey. Products for which the American manufacturer will set up a service organization that provides parts and prompt servicing should attract much interest in this market.

Further information and conditions of participation for the fair are available from Lee Swift, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Buyers interested in U.S. hand tools at Paris trade fair

Several cash sales reported in early hours of exhibition

French and West European buyers showed keen interest in the U.S.-made hand and power-driven tools and garden equipment displayed at the Paris Trade Fair, which closed its 17-day run on June 1.

Reports from the Commerce Department-sponsored U.S. Exhibition at the fair told of U.S. exhibitors making more than $125,000 in cash sales, with another $1,250,000 in estimated sales for the next 12 months. Forty-four U.S. firms participated in the Paris fair.

Companies reporting sales include Collins Machinery Corp., Coastal International, Equipment Development Co., Inc., Huffman Manufacturing Co., Dodge & Seymour and Thor Power Tool Co.

A number of U.S. tool manufacturers were successful in establishing French and West European distributorship for their product lines.

In addition to sales and business contacts made by exhibitors, the U.S. Business Information Center received numerous queries from European businessmen seeking additional information about U.S. products and industries.

Charles E. Bohlen, U.S. Ambassador to France, opened the U.S. exhibition. Over 6,000 fairgoers visited the U.S. pavilion on opening day.

North Rhodesian outlook bright as independence approaches

Industrial investment continues in strong upward trend; more than 400 new companies were formed during 1963

Economic prospects are bright for Northern Rhodesia, which will become the independent Republic of Zambia on October 24. Since the official dissolution of the Federation of Rhodesia and Nyasaland at the end of 1963, Northern Rhodesia has been a self-governing British territory.

Despite a certain amount of expected dislocations resulting from the breakup, the economy of this copper-rich country is currently showing very encouraging progress.

The volume of shop sales reached record levels at the end of 1963 and retail trade remained good throughout the first part of 1964. There is particular activity in the construction and building material industries. New business starts are high, continuing the trend set in 1963 when over 400 new companies were formed, about 3 times the average of recent years.

The current rate of industrial investment is also continuing a strong upward trend. New projects recently completed include a $108,000 meat canning plant and a $140,000 plant for the production of plastics. Plans are underway for the construction of a nitrogenous fertilizer factory at Livingstone which will cost between $28 and $34 million, and a $225,000 cotton gin in Lusaka. In addition, the capacity of the copper refinery at Mufulira is to be increased by 50% at a cost in excess of $2 million.

Recent persistent hot weather and drought conditions have adversely affected production of peanuts, corn, and potatoes, but most other food crops are in adequate supply. Production forecasts for cotton and tobacco, Northern Rhodesia's chief export crops, indicate a record year for 1964.

1963 mining output, the economy's most important sector, was $350 million, $20 million greater than 1962. Northern Rhodesia is among the world's most important producers of copper, but also produces zinc, cobalt, and lead. Mineral production during 1964 has continued at the high level established in 1963, with copper accounting for about 95% of the total.

The Northern Rhodesian copper companies have recently abandoned a policy of restricting sales and production to stabilize prices, and are currently selling their full production under very favorable world market conditions. Northern Rhodesian producers expect prices to remain firm at least through 1964.

Although 1964 trade figures currently available cover only January and February, a large surplus on trade account for this year is already indicated. During this period Northern Rhodesia's imports totalled $26.6 million, and exports were valued at $81.5 million.

A new tariff schedule for Northern Rhodesia should be completed within the next 18 months. In general it is expected to maintain approximately the same duty levels as under the Federation.

Togo going strong; trade with U.S. up

Flour is main import from U.S.; expanded U.S. rice sales likely

The economy of Togo is registering strong advances and the outlook for the balance of 1964 is for further growth.

The value of both Togolese exports and imports increased in 1963. Exports, consisting mostly of cocoa, phosphate, and coffee, amounted to $18.3 million, compared to about $17 million in 1962. Nearly half went to France. Imports (principally printed fabrics, steel products, manufactured tobacco, electrical equipment, and medicines) amounted to $29.1 million, or $2.1 million more than in 1962. About one third of the 1963 imports originated in France.

The value of Togolese imports from the United States rose from $1.15 million in 1962 (excluding famine relief shipments) to $1.32 million in 1963. Flour continues to be the principal import from the U.S. Tobacco, both raw and manufactured, is the next most important import from the U.S. Imports of manufactured tobacco fell, however, as the total demand for cigarettes decreased.

Other imports from the U.S. in 1963 in order of value were machines, tractors, trucks, rice, automobiles, petroleum products, perfume, and soap.

Good possibilities exist for the expansion of rice sales in Togo as the Togolese consumer is becoming more appreciative of the superior quality of American rice. U.S. wash-and-wear textiles and feed grains could also sell well. Cosmetics and pharmaceutical products are another area of possible future sales expansion.

Business upswing

Business has continued the upward trend established during the latter part of 1963. Overall agricultural production is climbing and there is the promise of an excellent crop year. The production of coffee, one of Togo's major crops, which reached about 6,000 tons in 1963, should hit a record high of 15,000 tons in 1964.

Phosphate production is expected to reach a record 600,000 tons this year. 1963 production of 476,071 tons reached its highest level since the beginning of extraction in 1961 by *Compagnie Togolaise des Mines du Benin*, which is partially owned by the American firm, W. R. Grace and Company. The sale of phosphate abroad has been an important source of foreign exchange, accounting for almost one-fourth of the value of total exports.

With phosphate exports continuing to rise, agricultural exports expected to increase, and the boom in coffee exports already underway, Togo should have its best trade year in 1964.

LICENSING RIGHTS SOUGHT

Licensing rights sought for manufacture in France of household cleaning or maintenance products by producer of products for leather care, of finish products for the shoe industry, and a wide range of industrial glues. Write: La Chevrette, S.A., 156 rue du Faubourg Saint-Denis, Paris 10e, France.

Industrial investments lead upturn in Brazzaville Congo

Commercial sector lags; U.S. is 2d largest supplier; fishing, mining and lumber are chief investment areas

Economic activity in the Congo (Brazzaville) is picking up, led by new industrial investments. Production of export crops has gained sharply this year and industrial output, which registered a moderate advance in 1963, is continuing to improve.

Recent industrial investments have been principally in fishing, lumber, and mining. A partially U.S.-owned fish freezing plant and a new veneer plant with a capacity of between 1,500 and 2,000 cubic meters a month have been completed. In addition, ship loading facilities at Pointe-Noire for the manganese ore mined in Gabon by the American-French firm, COMILOG, have been finished and are now operating at full capacity. A plant for bottling Canada Dry beverages also went into operation recently.

Plans for industrial development in 1964 include a small plastics factory in Brazzaville; a cotton knitwear factory financed by Israeli interests, which may provide the beginning of a Congolese cotton growing, spinning, weaving and dyeing complex; and the expansion of sugar refining facilities. In addition, the construction of a cement plant of 70,000 tons annual capacity is being considered.

Operation of the Libby McNeil Libby pilot pineapple plantation is continuing. In 1965 this project may be expanded to the extensive cultivation and canning of pineapples.

Public works projects and construction should increase this year with the continuation of EEC-financed programs in road building and other French-financed projects.

Merchants cautious

Contrasted with the favorable industrial investment trends, merchants are showing caution. Retail sales, which fell off somewhat in 1963, are expected to remain near last year's level for the near future. Hesitancy in the commercial sector should result for the short term in some depletion of inventories.

During the first 9 months of 1963, Congolese exports (excluding $12.8 million worth of diamonds, which are not produced in the Congo) amounted to $16.9 million, an increase of nearly 10% over the same period in 1962. Imports (excluding diamond imports, which are unrecorded) were about the same as in the comparable period of the year before and totaled $51.1 million. About 60% of total imports came from France during 1963.

The U.S. regularly enjoys a favorable balance of trade with the Congo. In recent years, except for 1962, the U.S. has constantly been the second largest supplier to the Congo, although far behind France.

Rising Congolese imports from the U.S. for the first 9 months of 1963 amounted to $3.4 million, compared with $2 million for the same period in 1962. Principal purchases from the U.S. are petroleum products, heavy duty vehicles and their spare parts, well drilling equipment, second-hand clothing, iron and steel construction material, and spare parts for airplanes and diesel electric railway engines.

Impediments

U.S. exporters are facing some impediments resulting from the well established presence of French firms and from trading preferences accorded to France and other European Common Market countries. In spite of this, there are continued good prospects for sales of U.S. products. U.S. exporters might in particular profitably explore the following sales possibilities: spare parts for Douglas DC-3 and DC-4 aircraft, International Harvester trucks, and General Electric diesel electric railway locomotives; refrigeration equipment and room air conditioners; cheap metal cooking utensils; pumps; portable power generating equipment; agricultural implements; equipment for the mining of potash; cotton and wood processing machinery; cosmetics; and second-hand clothing.

CATTLE FEED SUPPLEMENTS

French manufacturer of milk by-products and feed supplements seeks license to make cattle feed supplements.

Write: Societe Jean Appel & Compagnie (Jean de Corolis, Commercial Manager), 51 Ave. des Champs-Elysees, Paris 8, France.

Singapore's imports from U.S. went up 12% during 1963

U.S. ranks 5th as supplier of imports; is 3d best customer

Singapore's imports from the U.S. reached a high of $75.3 million in 1963, and U.S. exporters ranked fifth as suppliers of Singapore's imports, increasing their share of the market from 5% in 1962 to 5.3% in 1963.

Total imports from the U.S., including goods imported via Hong Hong, increased by 12.2% in 1963 over the previous year. The U.S. was outranked by Malaya, Indonesia, the United Kingdom, and Japan.

The U.S. also maintained its position as the third largest market for Singapore exports, although shipments declined from $94.5 million in 1962 to $77.3 million in 1963.

The principal Singapore import from the U.S. was industrial machinery ($12.2 million), followed by motor vehicles, parts and accessories ($5.3 million), tobacco manufactures ($5.2 million), and tractors ($4.5 million).

The percent ratio of American cigarettes in the Singapore market increased from 39.5 in 1962 to 45.8 in 1963, and the U.S. share of the market for unmanufactured tobacco rose from 43% in 1962 to 48.7% in 1963. Imports of television sets into Singapore rose dramatically from 4,704 sets valued at $500,000 in 1962 to 78,653 sets valued at $9.5 million in 1963, reflecting the quick response by importers to the new demand which followed the recent establishment of televising facilities. U.S. television exports to Singapore were in fifth place behind Japan, the Netherlands, West Germany, and the United Kingdom.

ENGINEERING FIRM NEEDS

A firm of design, development and manufacturing engineers specializing in heavy duty radar and antenna rotating devices, aero-engine test equipment, aircraft carrier equipment, seeks licensing arrangement with U.S. company to manufacture mechanical handling equipment, earthmoving and hydraulic equipment.

Company also interested in licensing U.S. firm if any of its products are of interest, or would consider cross licensing.

Write: John Curran, Ltd., P.O. box 72, Curran Rd., Cardiff, Wales.

New industrial promotion decree restores many abrogated Argentine benefits

Most concessions will not apply in Greater Buenos Aires area; industries of special national interest will get tax concessions

Argentine Government Decree No. 3113, effective April 30, 1964, essentially reestablishes, in modified form, certain tax and other benefits for capital investments. Those promulgated under prior administrations were abrogated in December 1963.

The concessions to be granted, primarily those conferring income tax exemption according to the field of industry, the activities to be fostered, the zones or areas that are declared eligible for 100% of the benefits listed in the decree, and other concessions to be granted to specific industries—namely, those primarily engaged in steel or petrochemicals, are as follows:

For more details . . .

Further information on current foreign government trade and investment regulations, can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230, or as indicated in individual stories.

Activities to be fostered

Of special national interest are the steel, petrochemicals, cellulose, mining, forestry, and fishing industries, and construction of low cost housing. These qualify for:

★ Scaled exemptions from income and excess profits taxes, substitute inheritance tax during a 10-year period with 100% exemption during the first 4 years and a reduction for each subsequent year of 15% in the tax benefit.

★ Elimination of the stamp tax on contracts for a maximum period of 10 years.

★ Special temporary residence authorization for foreign workers and families when necessary to carry out the planned investment program.

★ Priority ratings for related equipment imports.

★ Reduced prices for electric power and industrial fuel.

Tax concessions

The tax concessions, on a percentage basis, in the various industries, with the conditions shown, are:

► Steel, where the industrial process is fully integrated, 100%; semi-integrated 75%.

► Petrochemicals industries producing primarily hydrocarbons, aromatics, sulphur and/or hydrogen, 50%; industries producing synthetic rubber, carbon black, fertilizers, polyethylene, and similar commodities, fully integrated, 100%.

► Cellulose industries producing pulp, 50%; industries producing pulp plus paper and carton, 75%; industries producing pulp and newsprint, 100%.

► Mining industries, excluding petroleum, gas and certain minerals, fully integrated, 100%.

► Forestry industries, fully integrated, 100%.

► Fishing industries, fully integrated, 100%; otherwise, 75%.

► Low-cost housing industry, fully integrated, 100%.

The following special concessions are granted to the specific industries of:

Steel—An exemption from duties on all basic imports for products not produced locally, and accelerated amortization of fixed assets for income tax purposes.

Petrochemicals—Reduced price for gas used as a raw material.

Zones to be fostered

Zones that are eligible for 100% of the benefits listed in the industrial promotion decree are: Southern, Northwest and Northeast Argentina. Significantly, investments in the Greater Buenos Aires area are *excluded* from the benefits of the industrial promotion decree, even though they might be in priority industries such as steel and petrochemicals. The decree does make the exception, however, that investments in Greater Buenos Aires *may* be eligible if they involve the amplification of plants *already* installed.

Write: American Republics Division, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, where a copy of the law, in Spanish, is available on a loan basis.

EEC studies proposal to organize sugar market

The Commission of the European Economic Community recently submitted to the Council of Ministers a proposal for an organization of sugar markets in the EEC. This regulation would apply to raw and refined beet and cane sugar, molasses and certain derived products such as syrups and artificial honey.

The draft proposal is based on the Common Agricultural Policy already in force, particularly that portion applicable in the cereals sector. In the future a wheat-sugar relationship will probably be established with a view toward a desirable balance between different agricultural products.

The plan proposes a system of prices, the level of which are insured by arrangements based on import and export levies and/or subsidies. The Commission proposes that the price system part of the plan (establishing target, threshold, and intervention prices) come into effect in Italy on July 1, 1964, and in the other Member States on October 1, 1964, and that the trading arrangements instituting levies and subsidies be introduced in all Member States on October 1, 1964.

If wide fluctuations on the sugar market cause c.i.f. prices to rise higher than, or fall lower than, the threshold price of a Member State, the Member State may grant import subsidies or impose levies to offset price differences of importing and exporting countries.

This proposal awaits the approval of the EEC Council of Ministers before it can be put into effect. When action is taken upon it by the Council, a more detailed account of the workings of the sugar markets under this plan will be published.

Singapore export regulations

The Singapore Government has announced that applications for the export of metal scrap (including waste) to any destination will be approved only on the recommendation of the Director, Trade Division, Singapore.

EEC issues 1st anti-cartel decision

Exclusive agent can be barred from reselling within EEC

The Commission of the European Economic Community recently published a decision granting "negative clearance" for an exclusive dealership arrangement between a firm in France, and a firm in Switzerland. This decision is the first published under the anti-cartel provisions of the Rome Treaty (Articles 85 and 86).

In issuing a "negative clearance" under the implementing regulations, the Commission states that there is no reason for it to object to the agreement. The substance of the decision is that this exclusive agency contract under which the Swiss company is not permitted to re-sell the French company's goods to the Common Market, is not in violation of the Treaty's anti-cartel provisions and is therefore legally operative.

The French firm, which manufactures plastic household and sanitary goods, has a contract with the Swiss firm under which the latter may exclusively sell the French firm's products in Switzerland but may not export them back into the Common Market.

The French firm asked the Commission for a "negative clearance" on the agreement, the issue being whether an exclusive dealership with a restriction on resale back into the Common Market is in violation of Rome Treaty Article 85(1). This article prohibits agreements between enterprises which are likely to affect trade between the Member States and which have as their objective or result the prevention, restriction, or distortion of competition within the Common Market.

The Commission saw no grounds for intervening in this particular case since, in its view based on the information received, the exclusive dealing agreement does not perceptibly restrict competition within this area. It determined that re-export from Switzerland to the Common Market is not possible in practice because of the customs burden involved.

By its decision—the first based on Article 85—the Commission has given expression to the fact that exclusive dealing agreements, where they affect the Common Market, come within Article 85's field of application, but that a restriction of competition forbidden under Article 85(1) is not necessarily present whenever a supplier is excluded from competition in the Common Market. The issue is whether competition in the Common Market is "perceptibly" restricted.

This case has 2 other significant aspects —first, since it involves an exclusive agency contract between a firm in the Common Market and a firm outside this area, the decision will be of vital interest to many enterprises in the Common Market which already are parties to, or expect in the future to sign a contract of this type; secondly, the decision may be interpreted by some authorities to be a basis for a possible precedent by the Commission for applying a "rule of reason" to the anti-cartel provisions of the Rome Treaty.

Since the Commission's decision that "competition within the Common Market is not prevented nor restricted nor distorted in an *appreciable* manner on account of the subject contract" was based on the consideration that the goods in order to be resold in the Common Market would have to cross a new customs border and could not therefore compete with articles delivered directly within the Common Market, the general applicability of this decision to other exclusive agency agreements between Common Market firms and firms outside this area is still open to question.

Reorganization set for EEC aid program

Member states to make financial decisions, initiate aid projects

A reorganization of the European Economic Community's aid program, to take effect this summer, places final decisions on financing projects, formerly made by the Council of Ministers, in the member states.

This reorganization now will permit EEC members to play a more active role in initiating aid projects to Associated Overseas Countries, Dependent Overseas Territories, Overseas Departments, and in Greece and Turkey, both of which have associated agreements with the EEC.

An important change will allow the Community to take the initiative in proposing development studies to the Associated Overseas Countries. The Community holds itself "morally obligated" to finance projects which development studies show to be economically feasible and within the limitations of the Community's aid funds, so that, in this way, the European Development Fund can play a more active role in initiating aid projects, even though requests for specific social and economic grants must still come from the recipient states themselves.

Under provisions of the Yaounde Convention which made certain African countries Associated Members of the EEC, the European Investment Bank will have $70 million available for loans in addition to funds available to member states, Greece and Turkey. The interest rate on these loans is normally 5¾ % but can be lower if the loan is subsidized by direct payments from the Development Fund to the Investment Bank.

The decision-making process in the Investment Bank provides for preliminary approval of an aid project by the Bank's Board of Directors and then submission to the EEC Commission. Final approval is required from the Associated State in which the project is to be carried out.

Exchange controls relaxed by Guatemalan Government

The Bank of Guatemala has announced that exchange controls imposed in October 1962 would be further relaxed for Guatemalans traveling abroad.

This is the 3rd relaxation of these controls (INTERNATIONAL COMMERCE, Nov. 11, 1963, p. 17), as a result of which the annual limit of foreign exchange which may be used per person for tourist travel has been increased to $2,500.

Amounts now authorized for tourist travel are: To Mexico, Panama and the Caribbean Area, up to $750 per person. To Central America, up to $300 per person. To other areas, up to $2,500 per person.

In addition to the amounts of foreign exchange authorized for tourist travel, resident executives of firms established in Guatemala are separately authorized sums for business travel as follows:

To British Honduras and Mexican cities bordering on Guatemala, up to the equivalent of $750 per person, subject to subsequent settlement and return of unused funds to the satisfaction of the Central Bank.

To other points, up to the equivalent of $2,500 per person will be authorized, subject to return of unused funds.

Austria accelerates liberalization move

Austria has advanced its second import liberalization move from July 1 to June 1, in an effort to bring rising prices under control.

The final step in Austria's liberalization program is still scheduled for January 1, 1965, at which time remaining quantitative import restrictions will be removed on all but a few "hard-core" items. In addition to this acceleration in import liberalization, press reports indicate that a tariff reduction program can be expected as an additional measure to avert inflationary pressures.

The June 1 liberalization move applies to imports from all GATT (General Agreement on Tariffs and Trade) countries except for Czechoslovakia, Cuba, and Japan. Liberalized commodities are not subject to quantitative restrictions, but import licenses, which continue to be required, are granted automatically when goods cross the Austrian border.

The items affected, with tariff numbers in parentheses, are:

(ex 06.01-A) freesia, hyacinth, tulip and narcissus bulbs, tubers, corms, crowns, and rhizomes, in bloom; (ex 06.03-A) freesia, hyacinth, tulip, and narcissus cut flowers and buds for bouquets or for ornamental purposes, fresh; (ex 15.07-C-2) purified soybean and cottonseed oil, peanut oil, coconut oil, palm oil, palm kernel oil; (15.13-A) Margarine;

(ex 15.13-B) mixtures of edible fats (artificial edible fats) and other prepared edible fats; (17.05-B) flavored or colored sugars, syrups, and molasses; (19.03) macaroni, spaghetti and similar products; (ex 19.08) pastry, biscuits, cakes and other fine bakers' ware not containing cocoa;

(ex 27.10) white oils (vaseline oil, paraffine oil) and transformer oil; (ex 28.35-A) sulphides of sodium and their hydrosulfides; (ex 28.37-A-1) silphites, bisulphates and meta-bisulphites of potassium and of sodium; (ex 28.38-A-2) copper sulfate; (29.02-C) dichloro-diphenyl-trichloroethane (DDT); (29.36-A) para-aminobenzene sulfacetamide, phthalylaminobenzenesulfacetamide, sulfanilamido diaminoazobezene, their salts; (ex 30.04) adhesive bandages of all kinds and forms; (32.10) artists' and students' colors, in tablets, tubes, pans, and similar forms, including such colors in boxes with or without brushes, palettes or other accessories;

(ex 35.06) prepared glues not elsewhere specified; (ex 38.19-N) chemical products and by-products not elsewhere specified; (ex 39.01) synthetic resin laminated fabrics; (ex 39.02) emulsions and dispersions of polyvinyl acetate; (ex 39.07) articles of materials contained in 39.01 to 39.06 (plastics);

(ex 40.13) articles of apparel of unhardened vulcanized rubber; (42.02) travel goods, of leather or of composition leather, of vulcanized fiber, of artificial plastic sheeting, of paperboard or of textile fabric; (42.05) other articles of leather or artificial leather; (ex 45.04) cork discs for bottle caps; (46.03) articles of basket or wickerwork of plaiting materials made directly to shape; (ex 48.07-A) art paper and chromopaper; (48.16) boxes, bags and other packing containers, of paper or paperboard; (ex 48.18) file binders;

(ex 54.03) flax yarn not put up for retail sale; (54.05) woven fabrics of flax or of ramie; (ex 58.04-A-2) corduroys of cotton; (ex 59.04) twine, cordage, ropes and cables of textile fibers, plaited or not; (ex 59.09-B and C) other textile fabric coated or impregnated with oil, cut into ribbon-like strips; (60.02) gloves, mittens and mitts, knitted or crocheted, not elastic nor rubberized; (64.01) footwear with outer soles and uppers of rubber or plastic material; (64.04) footwear with outer soles of other materials;

(65.01 and 65.03) felt hats and other felt headgear; (67.01) articles made of feathers or down; (67.02-A and C) artificial flowers, foilage or fruit and articles thereof; (67.04) wigs, false beards, hair pads, curls, switches and the like, of human or animal hair or of textiles; other articles of human hair, including hairnets; (68.14) friction material of a kind suitable for brakes, for clutches or the like, with a basis of asbestos or other mineral substances; (ex 69.08) glazed ceramic construction material;

(ex 70.09-B) glass mirrors, unframed, framed, or backed except of plate glass; (71.12) articles of jewelry and parts thereof of precious metal; (71.13) articles of goldsmiths' or silversmiths' wares and parts thereof of precious metal; (73.23) casts, drums, cans, boxes and similar containers of sheet or plate iron or steel, of a description commonly used for the conveyance or packing of goods;

(73.36) non-electric domestic appliances of iron or steel; (83.01) keys, locks and padlocks of iron and steel, and their parts; (ex 83.13) crown corks; (84.10-E) injection pumps and parts thereof, for internal combustion engines; (ex 84.44-B) rolls for rolling mills, of non-malleable iron, weighing 25,000 kg. or less each;

(ex 84.45) single-spindle drilling machines up to 50 mm. and gang drilling machines; (84.57) rolls for glass mill machinery, of non-malleable cast iron, weighing 25,000 kg. or less each; (ex 84.61) mountings and fittings of copper alloys such as brass, for water, heat and sanitary installations;

(85.01-A) 3-phase electric motors weighing less than 100 kg.; (ex 85.11-A) electric soldering irons; (ex 85.12-C) electric hair dryers; (ex 85.13) electrical apparatus for wire telephony and telegraphy; (85.26-E) insulating fittings for electrical machines, appliances or equipment of materials other than glass, ceramics, micanite, micafolium or plastic; (87.09-B) motorized bicycles and bicycles with auxiliary motor, sidecars attached to such; (94.04) bedding furnishings; (97.02-A) dolls; (97.03-C) other toys; (97.05-A) Christmas tree decorations and similar articles for Christmas festivities;

(ex 98.01) button blanks, forms and parts; (ex 98.02) slide fasteners (zippers) and parts thereof; (ex 98.05) pencils, pencil leads, crayons and pastels, drawing charcoal, writing and drawing chalk, tailors' and billiard chalk; (ex 98.09) sealing wax, including bottle sealing wax, in small discs, bars or similar shapes.

New Spanish industrial areas attract investors

The Spanish Government recently set up 7 areas for the promotion of industrial development, located at Burgos, Huelva, Corunna, Seville, Valladolid, Vigo, and Zaragoza. Various types of concessions are available to specified industries locating in these areas.

By the middle of April, 681 applications had been received involving investments of nearly $800 million and the creation of nearly 79,000 jobs. According to a report of the Development Plan Commissioner, foreign capital is responsible for 18% or $140 million of the applications with U.S. capital being mentioned as important in the Seville area. The largest share of the proposed investments were applied for in the construction material, chemical, metal, food and transport equipment industries.

The Spanish Government undertook this program in order to reduce some of the sharp differences in regional income within the country. Companies investing in these areas are granted subsidies and various tax benefits.

Since July 1959 the Spanish Government has gradually abolished most of the impediments to the investment of foreign capital in Spain. However, not until the legislation on the industrial promotion and development areas were any special incentives offered to foreign as well as domestic capital.

Israel, EEC agree on tariff reductions

Israel and the European Economic Community (EEC) have concluded a 3-year agreement providing for temporary Common External Tariff (CXT) reductions of from 10% to 40% on about 20 items.

These reduced rates are also available to the U.S. under the most-favored-nation clause of the General Agreement on Tariffs and Trade (GATT).

Member states with rates higher than the reduced CXT will immediately align their rates on these items covering a wide range of goods including both agricultural and industrial items. Included are grapefruit; avocados; semi-finished, synthetic fiber stockings; men's synthetic, textile outer wear; knitted baby wear; certain kinds of glass for hot houses; bicalcium phosphate with fluorine content; aluminum bands for venetian blinds; aluminum irrigation tubes; methylbromide for agricultural use; furazolidon; aethoxychiniline, nitrofurazon; certain preparations of aethylened bromide; bathing suits; asbestos tubes; and containers.

Some member state reductions will also be made on the basis of current CXT rates for items under 7 other tariff headings, including oranges; dried tomatoes; certain fresh, cut up and dried vegetables; citrus fruit juices; and asbestos yarn.

Israel's exports to the EEC of the items covered by the agreement have reportedly been running between $17-18 million annually.

Lebanon extends deadline for labeling requirements

The final date for complying with labeling requirements for canned goods imported into Lebanon has been extended to June 30.

The requirement states that the label must show the date of manufacture or packing, the formula or recipe of each product, net weight, and date after which the contents are no longer consumable. It is preferred that the above information be in Arabic; however, French or English will be acceptable.

Another regulation which became effective June 1, requires that milk imported for infants must be packed in airtight metal containers, not weighing more than 500 grams (1.1 lb.). The label must include the following: date of preparation, net weight, brand name, quantitative analysis if a converted product, and name and address of the manufacturer.

Dominicans revise income tax law to consider individual's ability to pay

Complementary tax on net incomes over $900,000 raised to 70%; new measure also allows deductions for business losses

The latest amendment to the Dominican Republic basic income tax law, No. 5911 of May 22, 1962 (already amended twice, once by Law No. 6173 of January 30, 1963 and again by Law No. 152 of February 20, 1964) was signed and published by the Triumvirate of the Provisional Government on April 30, 1964 as Law No. 236.

The new law "derogates" or repeals Law No. 152 which had been in effect less than 3 months. The action taken was effected by the continued efforts of the Triumvirate to stimulate national production, to promote the economic development of the country and, as a tax reform measure, constitutes a major objective of the Alliance for Progress in the Dominican Republic. The administration is adopting various means which it feels will achieve these goals, and has restructured the tax system to establish assessments more in keeping with the economic ability of the person to pay.

The complementary tax which Law No. 152 had superimposed at all income levels had attained the maximum rate of 60% on all net income in excess of $900,000.01 (one Dominican Peso equals $1). Henceforth the maximum tax rate will be 70% on all such incomes.

The law also authorizes exemptions or deductions from income that is reinvested or deposited in State development institutions. Incentives in the income tax are introduced to encourage the creation of reserves for pensions and severance pay, which it is hoped will improve the conditions of the laboring class.

Other amendments

Besides establishing a new maximum rate in the complementary tax scale, the new law amends the tax exemptions in the following manner:

- Losses sustained by firms shall be deductible from the profits obtained during fiscal periods immediately following those in which such losses were incurred. In the case of losses sustained before the effective date of this law, the allocation of shares for the fiscal year will remain suspended to permit an investigation or verification of the losses. The compensation or the suspension will not exceed 3 years from the date the declaration of the losses is presented.
- Authorizes donations to the State, National, District, municipalities, universities, orphanages, asylums, religious, charitable, educational, literary, scientific or cultural organizations, and similar institutions as long as the operations are of a nonprofit nature and for collective benefit. Also donations of up to 5% of one's taxable income for the creation of scholarships for study within the country or abroad are exempted, but such scholarships may not benefit families of owners, directors or shareholders who have a net taxable income of over $10,000.
- Authorizes amortizations in respect to wear and tear, obsolescence and losses caused by justified nonuse of the property in operation as indicated in the regulations.
- Reserves set aside for payment of pensions and severance pay to employees are exempt up to 5% of the net taxable income, provided such monies were placed on deposit in savings and loan associations.
- Among the personal deductions allowed are medical and dental expenses up to $400 per year without presentation of vouchers. However, expenses in excess of that amount will be allowed only with accompanying vouchers or other certificates of proof.
- Contributions to political organizations, labor unions and Chambers of Commerce are deductible up to ¾ of 1% of one's net annual income when made directly by the taxpayer, as well as life and disability insurance premiums and interest paid on loans to legally established banking instiutions in the country, upon presentation of vouchers to justify such payments, provided the beneficiaries have no family ties with the donors.

Stock dividends and income from securities of the Dominican Government are exempt from tax provided such income is not derived from a mortgage or lien; term deposits of 5 years or more in Government banks or Housing Savings and Loan Institutions, are exempt from tax up to 5% of the total net income during a fiscal period; such portion of the net profits that individuals or legal entities reinvest in the development of agricultural, cattle raising, industrial or social, cultural and educational activities are exempt subject to the approval of the Secretary of State and Finance. This exemption, however, is limited to 40% of the taxpayer's total net income, or $75,000 per year, whichever is less.

Regarding the extension of time limit for filing a declaration and payment of the tax, which now allows for two 30-day extensions upon request, the law now authorizes a final period of up to 120 days, in exceptional cases, provided the taxpayer does not have any fiscal obligations nor any other obligations pending under the law. If he does, the tax owing will become subject additionally, to a monthly interest charge of 2%.

The foregoing provisions and increased tax rates are in line with views expressed at the special conference on fiscal policy for economic development of Latin America held in Santiago, Chile in December 1962 under the auspices of the Organization of American States (OAS), the Inter-American Development Bank (IDB), and the Economic Commission for Latin America (ECLA). The conference agreed that there was need to reform tax laws, to demand more from those who have most, to punish tax evasion severely and to redistribute the national income to benefit those who are most in need.

Write to the Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, where copies of the amendment as well as a translation are available upon request.

Credit period reduced

A new Italian regulation has gone into effect restricting credit on certain imported consumer items. Payment of debts must now be made within 30 days preceding or following importation (formerly 360 days) on domestic electric appliances; radio and television receivers; automobiles, motor-cycles, and motor scooters; pleasure craft; photographic and cinematographic equipment; and phonographs, dictating machines, other sound recorders and reproducers.

Thailand prohibits dulcin

The Minister of Public Health of Thailand has given notice that the importation of dulcin or any food containing dulcin is prohibited. Dulcin (P-Phenetolcarbamide) is used for sweetening in place of sugar.

Pakistan to build steam generator with AID financing

$8.5 million loan to Pakistan Government covers U.S. materials

Dollar costs of the installation of a steam generator in East Pakistan will be financed with an $8.5 million loan authorized by the Agency for International Development.

All goods and services financed under the loan will be procured from the U.S.

The generator will be installed in a power plant near Dacca. It will add 44,000 kilowatts of capacity to the present 30,000-kilowatt thermal power station.

Local currency costs of the project, estimated at $3 million, will be paid by the East Pakistan Water and Power Development Authority, a semi-autonomous agency of the Pakistan Government, which will be responsible for the project.

The Authority will retain a consulting engineering firm to prepare the design and specifications, arrange for procurement and supervise the installation of equipment.

The generator will use natural gas piped from the newly-discovered Titas gas field about 50 miles away. The generating units also will have auxiliary oil burners.

The project is expected to take almost 4 years to complete from the beginning of detailed design preparation. Feasibility studies of the project have been made by the Black and Veatch International Company, Kansas City, and the International Engineer Company, San Francisco.

Export rules

The latest revision of the Summary of U.S. Export Control Regulations (as of April 1, 1964) is available from the Superintendent of Documents, GPO, Washington, D.C. 20402, and from all Commerce Department Field Offices. Price: 20 cents.

More information

Inquiries regarding Food for Peace authorizations may be directed to the Programs Operations Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington 25, D.C. Telephone: DUdley 8-6211 or DUdley 8-5433. For actual purchase information, call the embassy of the nation involved.

Availability of counterpart loan funds obtained through surplus food sales under the Food for Peace Program can be determined through the Office of Development Financing and Private Enterprise, Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8063.

For information concerning government insurance for overseas investments, contact the Investment Guarantees Division of the Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8363.

U.S., Brazil amend Food for Peace pact

A Food for Peace agreement between the U.S. and Brazil has been amended to provide for the sale of an additional $93.1 million worth of U.S. agricultural commodities.

The amended agreement, under Title 1, Public Law 480, will provide agricultural products to help meet a shortage caused by a long drought in southern Brazil. It will also be used to combat inflation in that country.

Commodities included are wheat, edible vegetable oil, grain sorghums, lard, butter, nonfat dry milk, dry peas, and lentils.

Payment will be made in Brazilian cruzieros.

Under the program, 20% of the cruzieros obtained from sales will be set aside for U.S. uses. Of the remaining 80%, 60% will be available for economic development loans and 20% for economic development grants.

Sales will be by private U.S. traders. Purchase authorizations will be announced later.

Congo Republic gets AID allocations

The Agency for International Development has allocated an additional $10 million to the Republic of the Congo for importation of U.S. materials.

These materials include hand tools; motor vehicles, parts, accessories; yarns, thread, and man-made textile fibers; cotton fabrics, cord, rope, and twine; miscellaneous textile products; chemicals and chemical preparations.

As with previous allocations, the requirement to solicit competitive offers through the Office of Small Business in AID has been waived for most items covered by these new procurement authorizations.

In most cases, a minimum of $50,000 has been established for each letter of credit, which must be opened immediately after import licenses are validated by the commercial banks and be entirely covered by a deposit in Congolese francs. For certain items the letter of credit minimum is $10,000.

More detailed information can be obtained through the Africa Division, Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

U.S. watchmakers' petition stirs watch import study

Upon petition of the Bulova, Hamilton and Elgin National Watch companies, the U.S. Tariff Commission has begun an investigation to determine whether U.S. trade concessions have resulted in watches, watch movements and parts of watch movements being imported in sufficient quantity to serious injure the domestic industry.

A public hearing in connection with this investigation will be held beginning at 10 a.m. on July 28 in the Hearing Room, Tariff Commission Building, 8th and "E" Streets, NW., Washington, D.C. Appearances at the hearing should be entered in accordance with section 201.13 of the Tariff Commission's Rules of Practice and Procedure.

The petition filed in this investigation is available for inspection at the Tariff Commission Building and at the New York City office of the Tariff Commission, in Room 437 of the Customhouse.

Approved export licenses to Eastern Europe up due to wheat sales to Soviet Union

Value of export licenses does not necessarily reflect value of actual shipments; Eastern Europe applications exceed $339 million for first quarter of 1964

As a result of increased sales of wheat to the Soviet Union the value of approved export licenses for Eastern Europe jumped to $334.3 million in the first quarter of 1964. During the previous quarter, the value was $93.2 million. Non-agricultural goods accounted for $14.2 million of the licenses issued in the first quarter of 1964, and $17.2 million in the preceding quarter.

The Department of Commerce pointed out, however, that the value of export licenses approved does not necessarily reflect the value of actual shipments which may be made against licenses issued.

In its quarterly report on export controls, the Department states that Eastern European export license applications received and processed in the first quarter totaled $339.7 million. Applications valued at $5.4 million were rejected.

Of the $334.3 million of export licenses approved for Eastern Europe during January-March 1964, $295.8 million were to the U.S.S.R.; $13.9 million to Bulgaria; $9.4 million to Czechoslovakia; $8.7 million to East Germany; and $5.9 million to Hungary. Agricultural commodities accounted for the bulk of these licenses.

Wheat led list

Wheat led the list of approved export licenses, with $272.7 million earmarked for the Soviet Union; $9 million for Bulgaria; $5.8 million for East Germany; $4.7 million for Czechoslovakia; and $1.6 million for Hungary.

Approved licenses also included $7.8 million of rice and $5.3 million of wheat flour for the U.S.S.R.; $4.8 million of raw cotton for Bulgaria; $500,000 of raw cotton for Hungary; $990,000 of rye for Czechoslovakia; $800,000 of rye for East Germany; $1.4 million of soybeans and $1.4 million of soybean meal for Hungary; and $800,000 of soybean oil for Czechoslovakia.

Other major commodities approved for export to Eastern Europe during the first quarter of 1964 included: butyl alcohol (industrial chemical), $2.2 million, to the U.S.S.R., East Germany, Czechoslovakia and Rumania; herbicides, $1.6 million, to the U.S.S.R. and Hungary; man-made staple fibre, $1.0 million, to the U.S.S.R.; rubber compounding agents, $630,000, to the U.S.S.R.; carbon black, $615,821, to the U.S.S.R., Czechoslovakia and Rumania; crude sulphur, $561,700, to Czechoslovakia; agricultural insecticides, $503,621, to the U.S.S.R.; polyethylene synthetic resin, $438,560, to East Germany and Czechoslovakia; and benzene hexachloride (chemical specialty), $410,000, to the Soviet Union.

Application disapproved

In the first three months of 1964, an application to export $4.1 million of wheat to the Soviet Union was disapproved because the applicant had received a license for 25 percent of the contemplated quantity to be exported. This limitation was designed to assure equitable distribution among U.S. exporters of total wheat sales to the bloc.

The following principal commodities were rejected for export to Eastern Europe: diethyl ethylene diamine, $419,977, to the U.S.S.R.; collecting reagents (industrial chemical), $197,041, to Bulgaria; card random memory unit, $190,000, to the U.S.S.R.; magnetic tape handlers, $180,000, to the U.S.S.R.; tantalum concentrates, $85,000, to the U.S.S.R.; diethylamino ethylamine, $45,000, to the U.S.S.R.; and diesel engine parts, $47,888, to the U.S.S.R.

Philippines to purchase milled rice from U.S.

The U.S. and the Philippines have negotiated a Food for Peace agreement to finance the sale of $11.4 million worth of milled rice.

The agreement, negotiated under Title 1, Public Law 480, will provide rice to help meet consumer needs and assist in the financing of economic development projects in the Philippines. Payment will be in Philippine pesos.

The agreement provides that 50% of the pesos received in payment be set aside for U.S. uses; 35% will be made available for loans to finance economic development projects in the Philippines; and the remaining 15% will be available for loans to U.S. and Philippine private enterprise. The private enterprise loans will be made by the Agency for International Development.

Sales will be by U.S. traders. Purchase authorizations will be announced later.

Private firm's donation helps Alliance in Brazil

Fifty thousand packets of vegetable seeds, donated by the Ferry-Morse Seed Company, Fulton, Ky., as a part of the Alliance for Progress have arrived in Brazil.

The seeds will provide cabbage, carrots, lettuce and radishes for home gardens in recently flooded sections of Northeast Brazil as well as in other areas of the country. AID estimates that the vegetables will go into the diets of 50,000 families.

Distribution plans call for the Peace Corps in Brazil to furnish the seeds to 4,000 rural families, the Brazil School Garden Groups to 3,000, the National Agricultural Extension Service to 33,000, and the Catholic Relief Services and Church World Service to 10,000.

Taiwan firm authorized $750,000 Cooley loan

The Agency for International Development will lend a subsidiary of the Singer Company the equivalent of $750,000 in Taiwan currency to help finance a new sewing-machine manufacturing plant in the Republic of China.

Total investment in the new plant will be approximately $1.2 million.

The AID funds were acquired through the sale of surplus U.S. agricultural commodities—Food for Peace—and set aside for Cooley loans for economic development.

The borrower, Singer Industries (Taiwan), Ltd., is a wholly-owned subsidiary of the Singer Company of New York which is guarantying the loan. The factory will be built in Taichung, a manufacturing city in west central Taiwan.

Indian manufacturer seeks U.S. partner

Bombay firm proposes joint venture to make binder emulsion

A joint venture to produce binder emulsion used in printing pigments on textiles has been proposed by an Indian firm now manufacturing dyestuffs.

The firm, located in Bombay, seeks a U.S. partner in a position to supply know-how and capital investment in the amount required to purchase machinery and equipment from abroad.

The firm envisages a plant to manufacture 300,000 kilograms of binder emulsion a year, unless the U.S. partner would propose a larger one as more economical. The total estimated capital outlay on the project will amount to around $525,000. The venture would thus qualify under Indian Government regulations as a "small business" not requiring a prior industrial license.

Increased demand seen

Current consumption of binder emulsion by the Indian textile industry is estimated at 1.2 million kilograms a year. The estimated demand in 1965-66 is 1.5 million kilograms and 1.65 million kilograms in 1970/71.

Current local production, it is stated, is far short of requirements, which are in part met by imports on a restricted basis.

U.S. firms interested in pursuing this joint venture proposal are invited to write to Texdyes Corporation, Manekji Wadia Bldg., 127 Mahatma Gandhi Rd., Bombay 1, India.

Additional information about the Texdyes Corporation and its operations may be obtained by writing to Bureau of International Commerce, File IRD-H, Office of International Investment, Department of Commerce, Washington, D.C., 20230.

SEEKS EQUIPMENT

Aeronautical and marine navigation equipment manufacturer seeks license to make U.S. products such as electromechanical, hydraulic, or pneumatic devices or high speed rotating components.

Write: Associated Industrial Consultants, Ltd., Bilton House, 54 Uxbridge Rd., Ealing London, W.5, England.

SWEDISH AUTOMOTIVE FIRM

Manufacturer of automotive accessories such as roof and ski racks and removable seat covers seeks license to produce U.S. automotive accessories of a general character which can be used for all makes of vehicles.

Write: AB Nordiska Biltillbehorsfabriken Automa, Stangavagen 4, Johanneshov, Sweden.

HOISTING GEAR NEEDED

Manufacturer of heavy hoisting and lifting equipment seeks licensing rights to construct in France heavy public works equipment; and hoisting, lifting and handling equipment. Write: Ets Caillard & Cie, 20 rue de Prony, Le Havre, Seine Maritime, France.

COSMETICS REQUESTED

Manufacturer of various types of cosmetic preparations including a well-known line of toiletries for men seeks license to make line of U.S. cosmetics and toiletries. Write: Parfumeri SEGER AB, Hamngatan 33, Sundbyberg, Sweden.

Venezuelan businessman proposes joint venture

The owner of an ice plant in a Venezuelan City of 80,000 wishes to expand his business by undertaking the production and distribution of ice cream.

He has capital but requires technical assistance and seeks to enter into a joint venture with an experienced U.S. ice cream maker. Local dairies do not produce ice cream and the proposed plant would be the only one in this relatively small but profitable market.

Write: Bureau of International Commerce, Office of International Investment, File 2-3551-4-B, Department of Commerce, Washington, D.C., 20230.

NATURAL GAS EQUIPMENT

Tools and metalworking machinery manufacturer seeks license to produce metalworking machine tools, gas appliances and equipment for natural gas, pumps, valves, controls, and materials handling equipment. Write Hispano Suiza, Breda, Netherlands.

Report reviews Turkey's lead, zinc industry; local mining interests seek U.S. partners

U.S. Embassy attache compiles information on lead, zinc, silver resources; American capital participation sought for exploration, development

A comprehensive report on geology and ore deposits and mining, milling and smelting operations of Turkey's lead and zinc industry prepared by the Minerals Attaché at the American Embassy in Ankara now is available.

The Embassy believes this report to be the first thorough compilation of information on Turkish lead-zinc-silver resources. The report includes a number of interesting maps and is expected to appear soon in *Mineral Trade Notes* published by the U.S. Bureau of Mines.

Interested U.S. firms may obtain copies of the original report (Embassy Ankara A-910, May 11, 1964) by writing to Commercial Intelligence Division, Department of Commerce, Washington, D.C., 20230, or to any Department of Commerce Field Office.

Prospective U.S. investors may be interested in the investment opportunities afforded by the Etibank (The State Mining Enterprise), Ankara, holders of the Bolkardag concessions described in the report, and by Rahsih ve Ihsan Madencilik Sirketi, Ankara, a private Turkish company which has extensive areas under exploration.

Both organizations have indicated a desire to seek the participation of U.S. capital in exploration and development of lead-zinc mineral deposits. The Turkish Mining Assistance Commission in Ankara is prepared to furnish on request both names of smaller operators who also seek foreign partners and pertinent data on financial standing and status of property development.

Specific inquiries concerning investment opportunities in the Turkish lead and zinc industry may be directed to the Bureau of International Commerce, Office of International Investment, IRD, Department of Commerce, Washington, D.C., 20230.

Heavy products wanted by Malta drydocks unit

The Industrial Division of the Malta Drydocks, The Docks, Malta, offers an outstanding opportunity for U.S. firms interested in a Mediterranean connection capable of manufacturing on a licensing basis highly technical products.

Weight or bulk of such products would play an important role in transportation. The firm already manufactures steel cranes on such a basis and at present it is negotiating a licensing arrangement for the manufacture of steel barges. The firm desires to arrange with U.S. firms for the production under license of land and offshore oil drilling rigs; oil refineries; and power stations.

Construction and manufacturing facilities on a large, versatile scale are available to Malta Drydocks. Through agency agreements, the company has sales outlets in countries in the Mediterranean basin, Africa and Asia.

U.S. manufacturers interested in knowing more about Malta Drydocks, its facilities and experience are invited to write: Bureau of International Commerce, Office of International Investment, File 1-3533-1-S, Department of Commerce, Washington, D.C., 20230.

Trinidad firm seeks license to produce U.S. cigarettes

A local businessman in Port-of-Spain, together with two associates, seeks to enter into a licensing arrangement with a U.S. tobacco company with a view to establishing a cigarette factory in Trinidad.

Technical assistance in setting up the operation would be required, but the capital would be available from local sources.

At present, the 2 cigarette factories in Trinidad produce a combined annual total of some 1.9 million pounds. Imports total around 55,000 pounds a year. The promoters of this new venture believe that, with a U.S. licensing arrangement, they can develop a substantial local market.

Potential U.S. licensors are invited to write to David Abraham, British-American Printing and Box Manufacturers, Ltd., P.O. box 211, 42 Frederick St., Port-of-Spain, Trinidad, W.I.

U.S. CHEMICAL PRODUCTS

Seeks license to manufacture U.S. products, either chemical or pharmaceutical, derived from a base of castor oil. Write: Deutsche Rizinusoelfabrik Boley & Co., 3 Dammstrasse, Krefeld-Uerdingen, Germany.

Help for investors

Are you considering investment in emerging areas? Do you wish to license your technical know-how in developing countries? Do you require guidance in implementing your investment decision?

For assistance on specific investment problems in lesser developed parts of the world, contact the Bureau of International Commerce, Office of International Investment, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: Area code 202, WOrth 7-4065.

Indian requests U.S. technical assistance

A long-established Indian firm with a wide range of operations, including manufacturing, is interested in obtaining U.S. private technical and financial collaboration on a joint venture basis to manufacture universal milling machines, vertical tool room milling machines, cylindrical grinding machines, and turret lathes.

Total financial outlay for the project, based on a production of 75 units a year for each of the above-named machine tools, is estimated by the firm at the equivalent of about $840,000. The partners of the firm would subscribe $500,000, the U.S. collaborator, $245,000 and $95,000 would be borrowed from Indian banks.

The firm reportedly is in possession of a 20,000 square yard plot of land in the industrial area at Chandigarh, where the proposed plant would be set up. The project has been approved in principle by the Indian Government.

Interested U.S. machine-tool makers should write: Shadi Lal Dwarka Nath, 70 Industrial Area, Chandigarh, Punjab, India.

GERMAN SEEKS LICENSE

License sought for making files, folders, filing cabinets by manufacturer of files, folders made of cardboard, paper, plastic; general filing equipment; filing cabinets, shelves made of steel or wood.

Write: Elba-Ordner-Fabrik Kraut & Meienborn, 15 Moritzstrasse, 56 Wuppertal-Elberfeld, Germany.

British inventor offers license to U.S. firms

A chartered architect and research consultant in England seeks a U.S. company to mass-produce under license his invention of interchangeable concrete and steel building frame construction components.

The invention presents a building frame structure composed by loose assembly of 2 prefabricated standardized components: a hollow floor and ceiling concrete slab incorporating sockets and steel columns with tapered spigots which fit precisely into the sockets.

According to the inventor, beams, costly traditional and architecturally undesirable components, have been eliminated, resulting in a neat, simple and economical structure of exceptionally slender, progressive proportion. The invention is claimed to ensure a perfect fit. The construction is self-supporting during erection, rapid in assembly, independent of weather conditions, and requires the minimum labor force and almost no skilled workers.

Complete details are available on a loan basis from Bureau of International Commerce, Office of International Investment, File 1249, Department of Commerce, Washington, D.C., 20230.

LICENSE, CROSS LICENSE

Manufacturer of refrigeration equipment up to one horse power and beverage dispensing and cooling units for non-carbonated drinks is interested in licensing or cross-licensing arrangement with U.S. company in the catering field.

It is particularly interested in equipment for heating liquids (excluding cooking equipment), space heating, commercial air-conditioning.

Write: Crawley Bros., Ltd., 8 South Wharf, London, W.2, England.

FRENCH CONTRACTOR

Contractor for water purification and treatment projects is interested in receiving licensing rights for production of small-size water treatment equipment, devices developed in the U.S. S.E.T.A. HYGEA-SIMPLEX, S.A.R.L., 35 rue St. Dominique, Paris 7e, France.

LICENSING RIGHTS ASKED

Manufacturer of boilers is interested in receiving licensing rights for manufacture of industrial, commercial heating, ventilating equipment, especially centrifugal ventilators, gas boilers. N.V. Ingenieursbureau Ir. A. Kok, 15 Corn. Houtmanstraat, Utrecht, Netherlands

Guatemala seeks bids for road, bridge construction

The Departamento de Bienes Nacionales, Licitaciones y Asuntos Alemanes, 3a. Calle 3-49, Zona 1, Guatemala City, extends to legitimately established, experienced construction companies in the United States, Central America and Panama an invitation to bid on 2 construction projects; Tender No. 20-64; bid deadline 9 a.m. June 19. Correspondence in Spanish is preferred.

The tender calls for about 47 miles of road conditioning work, paving and terracing work on the "San Cristobal Totonicapan-Puente Arroya" highway.

There will also be about 20½ miles of road conditioning, terracing, drainage and bridge construction on the "Puente San Juan-Puente Selegua III," western area of the Inter-American Highway.

Further information is available from Carretera Interamericana de la Direccion General de Caminos, Proyecto CIA 32-33, Guatemala City, Guatemala.

Burma announces tender for electrical equipment needs

The Chief, Economic Division, Foreign Office, Prome Rd., Rangoon, has announced Tender No. 280/CS/768/Sawa, bid deadline June 29, for electrical equipment, including various types of cables, conductors, connectors, insulators, measuring instruments, transformers, and accessories.

Copies of the tender are available to firms located in the U.S. from the Copper Division, BDSA-316, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2162.

Port development project in Peru open to construction bids

The Port Administration of Peru's Ministry of Treasury and Commerce invites bids for the improvement of port facilities at Paita, in northern Peru.

The project, estimated to cost $3.9 million, includes the construction of a 325 meter pier; paving in port area; construction of access roads; installation of light, water, sewage. Completion is expected in 2 years.

Bid deadline is August 13.

Specifications and bid documents may be obtained for $18 from the Direccion de Administracion Portuaria, Ministerio de Hacienda y Comercio, Lima, Peru.

Iran extends bid deadline

The Edarehe Taslihate Artesh, Daerahe Kontrole Tolid va Tadarokat, Khisban Jaleh (The Armament Department of the Imperial Iranian Army) Tehran has extended the bid deadline for 800 metric tons of sodium nitrate, 99%, containing 16.35% nitrogen, from June 14 to July 14. (See INTERNATIONAL COMMERCE, May 18, p. 30).

Morocco seeks bids to complete channel in irrigation project

The Office National des Irrigations (ONI) of the Kingdom of Morocco is calling for candidacies from contractors interested in prequalifying for the completion of the Oued Regada Drainage Channel, in the Lower Moulouya Irrigation Project. The project area is in northeastern Morocco.

A preliminary excavation of this drainage channel was made in 1960. The work remaining to be done consists of deepening and enlarging the channel; and constructing drop structures and permanent channel crossings of various types. The preliminary estimate of the cost of these works is approximately 1,500,000 Moroccan Dirhams (about $300,000).

Approximate quantities of work are estimated as follows:

Length of channel	24 kilometers
Volume of excavation	170,000 cubic meters
Number of structures	50
Concrete, plain and reinforced	4,500 cubic meters
Masonry	6,500 cubic meters
Time of completion	10 months.

Construction firms interested in prequalifying should submit by June 20 their financial and technical resources data, as well as a listing of similar work performed by them to: M. le Directeur du Périmètre de la Basse Moulouya, Office National des Irrigations, Service de l'Equipement, Berkane, Morocco.

Plans and specifications will be made available to the prequalified constructors as soon as possible, after June 20. Approximately one month will be allowed for submission of bids following receipt of plans and specifications.

Work on certain portions of the Lower Moulouya Irrigation Project is being financed by the Agency for International Development of the U.S. Government under the terms of a Development Loan. It is anticipated the work described herein will be financed in that manner.

New Trade Lists

(Unless otherwise indicated, trade lists are dated May.)

Chemical Importers and Dealers—Trinidad and Tobago

Fertilizer Importers, Dealers, Manufacturers and Exporters—Costa Rica.

Jewelry, Silverware, Timepiece and Giftware Importers and Dealers—Honduras.

Machine Tool, Die, Other Metalworking Machinery, and Industrial Furnace Importers and Dealers—Bolivia.

Machinery and Equipment, Farm Importers, Dealers and Manufacturers—Argentina.

Mining Companies and Exporters of Ores—Morocco.

Photographic Supply Dealers and Photographers—Iran, April.

Pulp and Paper Mills—Denmark, April.

Textile Industry—Honduras, April.

Technical assistance sought for meat packing industry

The Malagasy Republic intends to establish a meat packing industry and is seeking technical assistance from private firms. The first step of the project is to create a freezing and slaughtering facility, initially with a freezing capacity of 600 tons of boned meat per month for export, 960 tons storage capacity, and 175 tons per month for domestic capacity.

Facilities will later be enlarged to produce 1,000 tons per month for export, 175 tons for domestic, and a storage capacity of 1,600 tons. Subsequently, other facilities will be established.

Financing for the project is expected to come from the European Development Fund.

Interested firms should notify the American Embassy in Tananarive, during June. The selected firm will be expected to provide technical assistance and have a management contract renewable for 5 year periods.

Service boot machinery sought

The Quartermaster Department Imperial Iranian Army wants to purchase complete machinery for making rubber and leather sole service boots, to produce 1,000 pairs in an 8-hour period.

Bid deadline for Tender No. 19 is August 1.

Tenders should be submitted to the Quartermaster Department, 11A Forsat Ave. Shahreza Ave., Teheran.

Copy of the tender is available on a short-term loan basis to firms located in the U.S. from the G.I.E.C. Division, BDSA-323, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.
ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: BR 2-9611.
ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: JAckson 2-4121.
BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 323-8011.
BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.
BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.
CHARLESTON, S. C., 29401, Suite 201, Marcus Bldg., 6 Broad St. Phone: 722-6551.
CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.
CHEYENNE, WYO., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731.
CHICAGO, ILL., 60606, Room 1302, 226 W. Jackson Blvd. Phone: 828-4400.
CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 381-3200.
CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.
DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.
DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 534-4151.
DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.
GREENSBORO, N. C., 27402, Room 407, U.S. Post Office Bldg. Phone: 273-8234.
HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.
HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831.
HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.
JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: Elgin 4-7111.
KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.
LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2830.
MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.
MIAMI, FLA., 33132, 408 Ainsley Bldg., 14 N. E. First Ave. Phone: FRanklin 7-2581.
MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.
MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.
NEW ORLEANS, LA., 70130, 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 527-6546.
NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.
PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400.
PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.
PITTSBURGH, PA., 15222, 1030 Park Bldg., 355 Fifth Ave. Phone: 471-0800.
PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.
RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.
RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.
ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.
SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.
SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5868.
SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.
SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: ADams 2-4755.
SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. The I.R. (interview report) number is requested in correspondence. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field Crop Farms

AUSTRALIA—Soya beans, soya bean meal, soya bean oil. Direct purchase and agency. Sydney Produce Co. Pty. Ltd. (wholesaler, merchant), Station House, Rawson Place, Sydney.

012 Fruit, Tree, Nut Farms

FRANCE—Fresh fruits. Direct purchase and agency. Georges Moreau, 55 Bld. Sébastopol, Paris. WTD 11/19/63.

091 Fisheries

JAPAN—Fresh water mussel shells. The Shinko Trading Co., Ltd. (importer, exporter), 2-5, 4-chome Onoe-dori, Fukiai Ku, Kobe (P.O. Box 680).

149 Nonmetallic Minerals

GERMANY—Natural raw amber. Friedrich Kolletzky KG (manufacturer, wholesaler, importer, exporter), 59 Hauptstrasse, 6122 Erbach/Odw.

200 Food

CANADA—Dietetic foods, all types. Robert Forbes Co. Ltd. (broker, importer), 1396 Richards St., Vancouver 2, B. C. WTD 5/6/64.

JAPAN—Dried fruit, fresh fruit juices. The Shinko Trading Co., Ltd. (importer-exporter), 2-5, 4-chome Onoe-dori, Fukiai Ku, Kobe (P.O. Box 680).

201 Meat Products

FRANCE—Offals. Direct purchase and agency. Georges Moreau (wholesaler, agent), 55 Bld. Sébastopol, Paris. WTD 11/19/63.

203 Canning, Preserving Foods

DENMARK—Fancy foods, cocktail sticks. Johs. Ludvigsen (importer, agent), 6 Gammeltorv, Copenhagen K. WTD 5/6/64.

ENGLAND—Canned food products, all kinds, for distribution to Eastern European countries, U.S.S.R. George T. Egee (U.S. citizen), Marketing Associates International Ltd. (importer), 5 Dering St., London, W.1.

NETHERLANDS—Canned fruit; especially peaches, apricots, fruit cocktails. Replies from Californian packers not yet represented in The Netherlands only. Direct purchase and agency. Import-Export Y. B. Jansen (importer, exporter, sales agent), 28 Geldropseweg, Eindhoven.

Fruit, vegetable preserves in cans or glass jars. Direct purchase and agency. Firma J. H. Faber (sales agent), 10 Palestrinastraat, Amsterdam.

208 Beverage Industries

FRANCE—Bourbon whisky, requests replies direct from a distillery. Direct purchase and agency. Georges Moreau (wholesaler, sales agent), 55 Bld. de Sébastopol, Paris. WTD 11/19/63.

209 Food Preparations

CANADA—Specialty foods also known as hostess foods; gourmet foods. Robert Forbes Co. Ltd. (broker, importer), 1396 Richards St., Vancouver 2, B. C. WTD 5/6/64.

CHINA—Inedible prime beef tallow, titer 40.5°C Min., ffa 6%, min. basis 1% fac: 13-11B max.; inedible bleachable fancy beef tallow unbleached & untreated, titer 41.5°C min., ffa 4% max., min. basis 1%, color bleachable to 2.0 red on 5¼" lovibond column, and/or color not darker than fac-7; inedible extra fancy beef tallow, titer 42.5°C, ffa 2% max., min. basis 1%, color not darker than fac-5, importer requests price quotations. Chen Yuen Trading Co., Ltd., 7, Alley 7, Lane 46, Sec. 1, Chung Hsiao Rd. (or P.O. Box 3222), Taipei, Taiwan.

220 Textile Mill Products

AUSTRALIA—All quality textiles used for clothing. Direct purchase and agency. J. Grinston, Managing Director, John Grinston & Co. Pty. Ltd., 143-5 York St., Sydney, N.S.W.

ENGLAND—Cotton, synthetic fabrics of all kinds, for distribution to Eastern European countries, U.S.S.R. George T. Egee (U.S. citizen), Marketing Associates International Ltd. (importer), 5 Dering St., London, W.1.

JAPAN—Plain or printed piece goods of cotton, rayon, synthetic, silk, for over counter sale. Premier Projects Ltd. (consulting & agency firm), Yokobori, 1-7 chome, Maroyune Bldg., Osaka.

221 Broad Woven Fabrics, Cotton

AUSTRALIA—Cotton Oxford shirting suitable for making men's shirts, approx. 14,000 yd. to begin. Sample of type material desired is available on loan basis from the Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Ernest Shaw (retailer), 135 Pitt St., Sydney. WTD 6/27/62.

SOUTH AFRICA—All types of furnishing fabrics, cotton; printed dress fabrics. Direct purchase and agency. Aldred Agencies, P.O. Box 6052, Johannesburg. WTD 5/13/64.

SWEDEN—Medium-priced poplin for corsets. AB Corsettindustri (manufacturer), Herrljungagatan, Borås. WTD 5/6/64.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

MOROCCO—Dacron textiles of all types for men's wear, 10 oz. per linear yd. (1.40 meter wide rolls). Quotations Casablanca; requests replies in French. Royal Drapier (importer), 59 Rue Tahar Sebti, Casablanca.

SOUTH AFRICA—PVC coated rayon, cotton, nylon fabrics suitable for waterproof protective clothing; requests replies from manufacturers only. Direct purchase and agency. Macbean African Oilskins (Pty.) Ltd. (manufacturer), fully owned subsidiary of The Afri-

can Clothing Factory (Ensign) Ltd., Hyde St., Cape Town. WTD 4/13/64.

223 Broad Woven Fabric Mills, Wool

ENGLAND—Knitted fabrics for the manufacture of all types of garments. Mary Harnes, Ltd. (manufacturer, importer), 12-20 Osborn St., London, E.1. WTD 5/8/64.

224 Narrow Fabrics, Other Smallwares Mills

SWEDEN—Medium-priced corset laces, elastic ribbons. AB Corsettindustri (manufacturer), Herrljungagatan, Borås. WTD 5/6/64.

225 Knitting Mills, Products

AUSTRIA—Low-priced stockings, socks, tights. Direct import or arrangement for exclusive representation for Austria. Available warehouse space permits storage of large quantities. E. Rohner & Co. KG-ERCO Feinstrumpffabrik (manufacturer, importer, retailer), Am Tannenbach 1-3, Postfach 127, Bregenz/Vorarlberg. WTD 5/13/64.

JAPAN—Knitted goods, all kinds. Premier Projects Ltd. (consulting & agency firm), Yokobori, 1-7, Maroyune Building, Osaka.

227 Floor Covering Mills

NETHERLANDS—Woven, non-woven wall-to-wall carpets; all types of carpets, rugs, runners, made of all types of materials. Direct purchase and agency. J. Vermeer (importer, agent), 68 Pruimenlaan, Amstelveen.

228 Yarn, Thread Mills, Products

FRANCE—Woolen, synthetic yarns. Commission merchant requests replies in French. Louis Lesy, 8 Place du Marché, Roanne (Loire). WTD 5/15/64.

GERMANY—Spun rayon yarns, second choice, 1650 denier, unbleached white, other colors, on bobbins. 6000 lb. per month wanted. Offers on a fob ocean carrier or cif Hamburg basis should be accompanied by samples. Walter Schramm (importer, wholesaler), Bugenhagenstrasse 6, Hamburg 1.

Luminous nylon tulle for dresses. Kaufhaus Union Wetzlar Paul Eckard K. G. (department store), 50 Karl Kellner Ring, 633 Wetzlar.

229 Textile Goods

MALTA—Imitation leather upholstery material. The Forte Trading Co. (manufacturer), 109 High St., Hamrun. WTD 4/30/64.

MOROCCO—2,000 tons per year of rayon staple fibre (imitation cotton, viscous, 40 mm long, denier No. 2.2). Satfilage (manufacturer), 3 Rue Henri Regnault, Tangier. WTD 5/29/63.

230 Apparel

SOUTH AFRICA—Waterproof suits, slickers, capes, yachting jackets, aprons, heavy industrial protective clothing; requests replies from manufacturers only. Direct purchase and agency. Macbean African Oilskins (Pty.) Ltd. (manufacturer), fully owned subsidiary of The African Clothing Factory (Ensign) Ltd., Hyde St., Cape Town. WTD 4/13/64.

THAILAND—Ladies' lingerie, foundation garments, swimwear, swim accessories; summer styles only. S & C Super Market Ltd. Partnership (importer, wholesaler, retailer), 139/5 Gaysorn Rd., Bangkok.

232 Men's, Youths', Boys' Furnishings

FRANCE—Blue jeans for men, boys. Direct purchase and agency. Texona (manufacturer, importer, commission merchant), 141 rue du Molinel, Lille (Nord).

234 Women's, Misses' Children's, Infants' Under Garments

NETHERLANDS—Women's nightwear, loungewear, slips, half-slips, panties, dusters, pajamas, made of nylon. Exclusive sales rights for Benelux countries. Netherland American Import Co. Texon (importer, distributor), 107 Rokin, Amsterdam. WTD 1/6/64.

THAILAND—Infant, children's under garments, infant outer garments, shoes, only summer lines needed; gift suggestions for infants and children. S & C Super Market Ltd. Partnership (importer, wholesaler, retailer), 139/5 Gaysorn Rd., Bangkok.

236 Girls' Children's, Infants' Outerwear

SOUTH AFRICA—Dresses for infants, children up to 5 years. Direct purchase and agency. Aldred Agencies, P.O. Box 6052, Johannesburg. WTD 5/13/64.

239 Fabricated Textile Products

ENGLAND—Household textiles: sheets, pillowcases, towels, tea-towels, bedspreads, in cotton and/or rayon. Agency and direct purchase. Lewis Kaye (Textiles) Ltd. (importer, wholesaler), 58 Commercial St., London, E.1. WTD 4/23/64.

FRANCE—Nylon, terylene bags for laundries; importer, wholesaler requests replies in French. A. Thillou, 8 rue Mollien, Boulogne-Billancourt (Seine).

SOUTH AFRICA—Light and heavy duty PVC coated nylon tarpaulins for industrial and fumigation purposes, all seams electronically welded; requests replies from manufacturers only. Direct purchase and agency. Macbean African Oilskins (Pty.) Ltd. (manufacturer), fully owned subsidiary of The African Clothing Factory (Ensign) Ltd., Hyde St., Cape Town. WTD 4/13/64.

THAILAND—Pillow cases, sheets, spreads, double and single bed sizes; bath towels, face towels, washcloth, tea towels; table cloths, all sizes; throw rugs, small sizes. S & C Super Market Ltd. Partnership (importer, wholesaler, retailer), 139/5 Gaysorn Rd., Bangkok.

241 Logging Camps

GREECE—Pulpwood for the paper industry; requests replies from manufacturers and/or exporters. Societe Anonyme de Papeterie Hellenique (importer), 10 El. Venizelou Ave., Athens. WTD 4/27/64.

249 Wood Products

ENGLAND—Adjustable props, scaffolding, trestles, for use by building industry. Agency and direct purchase. Hawley Plant Ltd. (sales agent), Hawley Rd., Wilmington, Dartford, Kent. WTD 5/13/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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261 Pulp Mills, Products

CHINA—Soft bleached sulfite woodpulp cellunier-F, air dry basis 76.8x60 cms.; Weyerhaeuser bleached sulphate soft wood pulp, air dry basis, Weyerhaeuser semi-bleached kraft pulp, softwood, air dry basis. Chen Yuen Trading Co., Ltd., 7 Alley 7, Lane 46, Section 1, Chung Hsiao Rd. (or P.O. Box 3222), Taipei, Taiwan.

262 Paper Mills, Products

MOROCCO—Pure unglazed kraft paper in natural brown shade for manufacture of sacks, 70 grams per sq. meter, 82 cm., 92 cm., 102 cm., 122 cm. wide, 500 kilo rolls with 7 cm. center. Quotations Casablanca; requests replies in French. Transfor-Papiers (manufactuer), Rue Soleiman El Farissi, Casablanca.

All types of kraftliner paper; manufacturer, wholesaler requests replies in French. Cie. Marocaine des Cartons et Papiers, B.P. 94, Kenitra. WTD 9/10/62.

● **NEW ZEALAND**—1,510 reams white manifold, 27 x 17″, 31 grams per sq. meter; 300 reams white manifold, 16½ x 21″, 31 grams per sq. meter; 750 reams white airmail duplicating paper, 27 x 17″—14 lb./500, grain long. Tender No. P&S 1012, bid deadline June 30. Government Printing Office, Waterloo Quay, Wellington.★ (Telephone: 202-WO 7-3003).

264 Converted Paper, Paperboard Products

GERMANY—Novelties: files, folders, filing articles; direct purchase. Price quotations cif European ports, requests replies in German. Elba-Ordner-Fabrik Kraut & Meienborn, 15 Moritzstrasse, 56 Wuppertal-Elberfeld, Duesseldorf. WTD 5/8/64.

NETHERLANDS—Kraftliner, coated printing paper suitable for Web offset; all other kinds of paper, cardboard. Direct purchase and agency. Henri G. de Vries (agent), 30 Stadhouderskade, or: P.O. Box 5083, Amsterdam.

Paper, cardboard, all kinds. Quotations for large rolls requested. Direct purchase and agency. Papiermaatschappij Polak & van Berg N.V. (importing distributor, agent), 115 Cruquiusweg, Amsterdam.

281 Industrial Chemicals

DENMARK—Chemical raw materials for paint, lacquer industries. Johs. Ludvigsen (importer, agent), 6 Gammeltorv, Copenhagen K. WTD 5/6/64.

ENGLAND—Industrial chemicals of all kinds including insecticides, for distribution to Eastern European countries, U.S.S.R. George T. Egee (U.S. Citizen), Marketing Associates International Ltd. (importer), 5 Dering St., London, W.1.

GERMANY—Ethyl acetate 98-100%; butanol; butyl acetate 85%, 98/100%; methyl isobutyl ketone (MIBK); metanol; toluene; methylen chloride 85%, 98/100%; xylene; methyl ethyl ketone (MEKO) in lots of 300 to 500 tons in bulk (tanker). W. Biesterfeld & Co. (importer), Ferdinandstrasse 41, Hamburg 1. WTD 5/15/64.

NETHERLANDS—Synthetic organic chemicals; organic, inorganic reagent chemicals for laboratory use; in bulk. Direct purchase and exclusive agency. Roger R. Brunschwig (sales agent), 716 Keizersgracht, Amsterdam. WTD 1/8/64.

PAKISTAN—Chemicals, reagents, organic, inorganic containing controlled materials. Direct purchase and agency. Central Scientific

Co. (importer, agent, distributor), 32 MacLagan Rd., P.O. Box 214, Lahore. WTD 5/12/64.

283 Drugs

NETHERLANDS—Inorganic, organic medicinals in bulk, pharmaceutical preparations. Direct purchase and exclusive agency. Roger R. Brunschwig (sales agent), 716 Keizersgracht, Amsterdam. WTD 1/8/64.

285 Paints, Varnishes, Lacquers, Enamels, Allied Products

PAKISTAN—All kinds of stains. Direct purchase and agency. Central Scientific Co. (importer, agent, distributor), 32 MacLagan Rd., P.O. Box 214, Lahore. WTD 5/12/64.

307 Plastics Products

ENGLAND—Plastic household items of all kinds. Creators Ltd. (manufacturer, importer, exporter), Sheerwater, Woking, Surrey. WTD 5/13/64.

FRANCE—Plastic film and sheeting, primarily vinyl sheets (size: 140 centimeters) and coated fabrics ("expansé plastique sur jersey et enduction plastique en 140 cm."), related expanded plastic materials of good quality for transformation and final processing. Requests replies from manufacturers only. Processor requests replies in French. Société "Yzolian" Boîte Postale No. 12, Caussade, Tarn-et-Garonne.

SOUTHERN RHODESIA—Fabricated household articles; advertising articles made of polyether/polyester foam plastic; manufacturers, importers, distributors. Damic (Pvt.) Ltd., P.O. Box 2005, Bulawayo. WTD 5/14/64.

322 Glass, Glassware

PAKISTAN—Laboratory glassware. Direct purchase and agency. Central Scientific Co. (importer, agent, distributor), 32 MacLagan Rd., P.O. Box No. 214, Lahore. WTD 5/12/64.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

TURKEY—Mica sheets for use in manufacturing kerosene stoves. Mers Kollektif Sti. (manufacturer), Tahir Merzeci & Bilhan Merzeci, Gazi Bulvari, 51, Izmir. WTD 5/14/64.

331 Steel Mill Products

PAKISTAN—Mill material: tool bits, hacksaw blades, bandsaw blades, hand saws, measuring tapes steel; metallic, emery paper, emery cloth glass paper. Afzal Bros. (importer, wholesaler, retailer), 49 Brandreth Rd., Lahore. WTD 5/12/64.

335 Rolling, Drawing, Extruding of Nonferrous Metals

FRANCE—Enameled wire (dia. from 0.20 to 1.20 mm.), for field winding of small universal motors, approx. 50 to 200 kilogs, best quality, max. insulation, initial order. Ets. E. Boisserin & Fils (manufacturer), 254-256 Cours Lafayette, Lyon (3). WTD 5/11/64.

● **TRINIDAD**—Supply of 12,000 feet of 6.6KV 3-Core underground cable. Tender No. 846, bid deadline July 8. Purchasing Officer, Trinidad & Tobago Electricity Commission, P.O. Box 121, 63 Frederick St., Port of Spain. Imports by the Electricity Commission are exempted from import duties.★ (Telephone: 202-WO 7-2162).

339 Primary Metal Industries

GERMANY—Chrome-nickel steel powder as pigment for paint industry or for synthetic binders. Ludosa Drogen und Lackrohstoffe mbH. (importer), Deichstrasse 38, Hamburg 11.

342 Cutlery, Hand Tools, General Hardware

AUSTRALIA—Boating equiment, accessories, yacht fittings, deck fittings for motor boating. Direct purchase and agency. F. W. Robson, Automold Plastics Pty. Ltd., Ivy St., Botany, N.S.W.

NETHERLANDS—Pump oilers with flexible, removable spouts; competitive prices requested. Direct purchase and exclusive agency. Agentuur & Commissiehandel Themans (manufacturer's agent), 72 Houtmarkt, Zutphen. WTD 11/15/62.

343 Heating Apparatus, Plumbing Fixtures

AUSTRALIA—Domestic pressure jet oil burners; cast iron corrosion resistant hot water boilers. Direct purchase and agency. Graeme Woodley, Woodleys Pty. Ltd., 1 Balls Head Rd., North Sydney, N.S.W.

FRANCE—Domestic oil burners; importing wholesaler, distributor wants to be sales agent of U.S. manufacturers for Eastern France. Direct purchase and agency. Société Frigorifique de l'Est "Frigest," 104 Route de Thionville, Metz (Moselle).

NETHERLANDS—Boilers, gas and/or oil burner types, for central heating; baseboard convectors, radiators. Firma A. & J. van de Kamp (importer), 15 Krullelaan, Zeist. WTD 3/19/64.

351 Engines, Turbines

FRANCE—Small capacity gas turbines. Direct purchase and agency. S.A.T.E.M.-Societe d'Applications Thermiques Electriques & Mécaniques (manufacturer), 165 quai du Docteur Dervaux, Asnieres (Seine). WTD 3/14/63.

352 Farm Machinery

AUSTRIA—Small type farm machinery to supplement own production of spraying equipment for pesticides, insecticides, hydraulic presses for agricultural products such as fruit, wine. Direct purchase and agency. Viktor Jessernigg & Urban (manufacturer, wholesaler, exporter, importer), 47 Schiesstattgasse, Stockerau near Vienna. WTD 10/11/63.

353 Construction Machinery

ENGLAND—Excavators, cranes, pumps, compressors, compactors, vibrating equipment, crawler tractors, rubber-tired tractors. Agency and direct purchase. Hawley Plant Ltd. (sales agent), Hawley Rd., Wilmington, Dartford, Kent. WTD 5/13/64.

FRANCE—Automotive truck mounted cranes for public works facilities; tractor mounted cranes, shovels, hoists, excavating equipment. Direct purchase and agency. Ets. Perez & Raimond (wholesaler, repairer), 79-87 Blvd. Gallieni, Villeneuve la Garenne (Seine).

GREECE—Electric freight elevators (except shipboard), passenger elevators; importer, exclusive distributor requests replies from manufacturers. Teklima Ltd., 38 El. Venizelou Ave., Athens T-143. WTD 5/11/64.

HONDURAS—One used gasoline engine operated fork lift truck, capacity 18,000 lb. Aserradero Relampago (manufacturer), Tegucigalpa, D. C. Attn: Sr. Gustavo Lima M.

ITALY—Wheel and crawler loading shovels, bulldozers, excavators, wheel and crawler tractors, earth moving equipment. Wishes to become exclusive distributor for Italy. Direct purchase and agency. S.p.A., Gustavo Sarasini & Figli, 91 Via Ostiense, Rome.

NETHERLANDS—Used road-building machinery: earth moving equipment, excavators, draglines, grab bucket cranes, bulldozers, wheel loaders, shovels, crawler and/or truck-mounted units. N.V. Intermeca (importer), Hogeweg 57 bis, Zeist.

354 Metalworking Machinery

AUSTRIA—Bending, welding machines for manufacturing short-link type high-strength chains from round alloy steel bars. Ferd. Freiherr v. Helldorff und Otto Rothhart (manufacturer), Kettenwerk in Brueckl, Brueckl/Carinthia. WTD 5/12/64.

ITALY—Machine tools, cutting tools, precision measuring tools, instruments. B. Maccaferri & C., Via della Lega Lombarda 15, Rome.

NORWAY—Single post frame lifts, other workshop jacks for automobiles. Direct purchase and agency. Gummi A/S K. Lund & Co. (Attention Mr. Birger Vollan), 3 Revierstredet, Oslo. WTD 4/30/64.

PAKISTAN—Machine tools: files, planners, belt lacing, belt fasteners, etc. Hardware: nuts, belts, screws, wood screws, nails, hinges, hooks, wire netting. Afzal Brothers (importer, wholesaler and retailer), 49 Brandreth Rd., Lahore. WTD 5/12/64.

UAR—A complete aluminum foil plant; vertical extrusion press 2000 metric ton capacity: piercing press 400 metric tons, power of main ram 1600 metric tons; equipment to produce aluminum strips, by cold rolling; 2 draw benches, 25 metric tons each; one draw bent, 50 metric tons. Catalogs and price quotations fob or cif Alexandria requested from manufacturers only. The Egyptian Copper Works S.A.E., Hagar el Nawatieh, Alexandria. WTD 12/4/62.

355 Special Industry Machinery

ECUADOR—Typewriter ribbon machinery; production capacity 525,000 yd. per annum, working one 8-hour shift daily; new machinery; fob and cif Guayaquil; catalogs. Sr. Eduardo Pérez, Textil Ecuador S.A. (manufacturer), (P.O. Box 431—mailing address) Calle Bolívar 273, Quito. Or Dr. Guillermo Maldonado CENDES, Edificio Ales, Calle Caracas 172, Quito.

GREECE—Machinery for paper industry; requests replies from manufacturers and/or exporters. Societe Anonyme de Papeterie Hellenique (importer), 10 El. Venizelou Ave., Athens. WTD 4/27/64.

ITALY—Woodworking machinery. Only special types not available in Europe. I.M.A., Industria Meccanica Abruzzese (manufacturer), 85, Via Tiburtina, Pescara.

NETHERLANDS—Packing, wrapping, netting machines, all types, for use in supermarkets. Packaging machines, apparatus for protective packaging of foodstuffs and general industrial products. Direct purchase and agency. Dekker-Verpakking N.V. (importer, agent), W 21 W. Fenegastraat (or: P.O. Box 4184), Amsterdam.

TURKEY—Onion powder manufacturing machinery. Hazim Atif Kuyucak (lawyer), 245/251 Halaskargazi Cad., Apt. 3/A-B, Osmanbey, Istanbul.

UAR—Plastic molding presses for which drawings are available from the UAR firm on request; requests replies from manufacturers only. The Egyptian Copper Works S.A.E. (manufacturer), Hagar el Nawatieh, Alexandria. WTD 12/4/62.

356 General Industrial Machinery

ENGLAND—Machinery for packaging, chemical, paper, agricultural industries, for distribution to Eastern European countries, U.S.S.R. George T. Egee (U.S. Citizen), Marketing Associates International Ltd. (importer), 5 Dering St., London, W.1.

NETHERLANDS—Sliding type chemical resistant bearings, made of nylon, for pumps, mixers, used in chemical and foodstuff industries. Agency and direct purchase. M. Bijlsma (importer, agent), 17 Westerparkstraat, Zandvoort. WTD 2/6/64.

UAR—3 electric arc furnaces: one, 20 metric tons capacity, 2, 5 metric tons capacity; requests replies from manufacturers only. Catalogs and price quotations fob or cif Alexandria are requested. Heat-treatment furnace for which specifications are available on request from the UAR company; requests replies from manufacturers only. The Egyptian Copper Works S.A.E. (manufacturer), Hagar el Nawatieh, Alexandria. WTD 12/4/62.

358 Service Industry Machinery

AUSTRALIA—Cooling towers for use at electric power generating stations with limited water supplies. Southern Electric Authority of Queensland. Boundry St., Brisbane, Queensland.

FRANCE—Automatic, coin-operated, merchandising machines (refrigerated and non-refrigerated equipment); vending machines or dispensers of all types (food, beverages, articles of all categories suitable for use in France), new, or second-hand (rebuilt). Agency for France or a section thereof. Potential direct importers as jobbers or distributors. Request replies from manufacturers only. France Robot Matic (dealer), 24 Blvd. Carnot, Toulouse, Haute-Garonne.

GERMANY—Commercial cooking, food warming equipment, electrical, VIA Gesellschaft mbH (manufacturer, importer), 719 Mainzer Landstrasse, Frankfurt/Main.

HONDURAS—Commercial refrigerators and freezers, upwright and reach-in types; also refrigerators for bottled beverages, water coolers, exclusive representation. Materiales Eléctricos de Honduras, S. A. (MEHSA) (wholesaler, retailer), Tegucigalpa, D. C. Attn: Conrado Napky D.

PORTUGAL—Room air conditioners; importers, wholesaler, commission merchant; requests replies from manufacturers. Direct purchase and agency. Sociedade de Equipamentos Industriais, Ltda., 181 Rua de Oliveira Monteiro, Oporto. WTD 2/6/64.

SPAIN—Tanned, blast freezers, domestic (window box), industrial air conditioners. Direct purchase and exclusive agency. Casa Selva, (importer, wholesaler), 27 de Enero, 74, Badalona, Barcelona.

361 Electrical Transmission, Distribution Equipment

● **AUSTRALIA**—Design, supply, fabrication and erection of a double circuit 330 Kv transmission line, 72 miles long between Vales Point power station and Sydney West Substation. Contract includes the supply and erection of steel towers, clearing of right of way including access roads, tower foundation installation; erection on the towers of fittings, conductors and ground wires provided by the Commission and the dismantling of towers, conductors and fittings of a section of existing 330 Kv single circuit line. Tender No. 1414, bid deadline July 6. Electricity Commission of New South Wales, Kelvin House, 15 Castlereagh St., Sydney, N.S.W. Estimated value of contract $5 million. Tender documents available from the Commission upon payment of $22.40 refundable on receipt of bona fide tender.★ (Telephone: 202-WO 7-4242).

● **TRINIDAD, W. I.**—Transformers, 3 phase, 60 cycles, 12,000/415 volts, 200 Kva, 3; associated equipment. Tender No. 827, bid deadline July 8. The Purchasing Officer, Trinidad & Tobago Electricity Commission, P.O. Box 121, 63 Frederick St., Port of Spain.★ (Telephone: 202-WO 7-4242).

362 Electrical Industrial Apparatus

AUSTRALIA—Gas fired electric generating stations. Use both turbine and gas fired boiler units. Southern Electric Authority of Queensland. Boundry St., Brisbane, Queensland. Attn. Mr. Neil Davis.

ITALY—Welding apparatus, accessories. B. Maccaferri & C. (wholesaler, agent), Via della Lega Lombarda 15, Rome.

363 Household Appliances

AUSTRALIA—Domestic electric blankets. Direct purchase and agency. Paul Tisor (importer), 32 Hamilton St., Rose Bay, N.S.W.

GERMANY—Household cooking equipment, electrical. Via Gesellschaft mbH (manufacturer, importer), 719 Mainzer Landstrasse, Frankfurt/Main.

SOUTH AFRICA—All types of electrical appliances, 220 v., 50 cycles. Direct purchase and agency. Impectron (Pty) Ltd. (importer, agent, distributor). P.O. Box 10262, Johannesburg.

THAILAND—General kitchen accessories such as wall-mounted can openers, jello mold containers, matching sets for flour, sugar, coffee, tea, similar products; latest lines, illustrated booklets requested. S & C Super Market Ltd. Partnership (importer, wholesaler, retailer), 139/5 Gaysorn Rd., Bangkok.

364 Electrical Lighting, Wiring Equipment

FRANCE—New types of fluorescent tubes; incandescent lamps, new types. Direct purchase and agency. Durolux (importer, dealer), 152 rue de la Convention, Paris 15e. WTD 2/14/64.

SOUTH AFRICA—Electric light fittings; electrical accessories: installation material, wires, cables; direct purchase and agency. Impectron (Pty) Ltd. (importer, agent, distributor), P.O. Box 10262, Johannesburg.

365 Radio, Television Receiving Sets

ENGLAND—Tape recorders, tapes. Anglo-Orient Manufacturing Co. Ltd., 209/210 Ulster Chambers, Regent St., London, W.1. WTD 5/14/64.

SOUTH AFRICA—Radio, electronic components for manufacture of radio, electronic products; Hi-Fi products, tape recorders, tapes. Direct purchase and agency. Impectron (Pty) Ltd. (importer, distributor, agent), P.O. Box 10262, Johannesburg.

367 Electronic Components, Accessories

FRANCE—New types of electronic appliances. Direct purchase and agency. Durolux (importer, dealer), 152 rue de la Convention, Paris 15e. WTD 2/14/64.

ITALY—Radioactive isotope apparatus for locating stones, pieces of metal, to be installed on belt conveyor in processing fish for manufacture of fish flour. Palmera S.p.A., manufacturer and distributor, Via Polleri 3, Genoa.

371 Motor Vehicles, Motor Vehicle Equipment

MOROCCO—Bearings, connecting rod bearings, gasket sets, valves, guides for both European and U.S. make vehicles, stationary engines. Direct purchase and agency. Ets. Max Assidon (wholesaler, retailer), 26 Rue de Khouribga, Casablanca. WTD 11/26/63.

SPAIN—Air-conditioners for automobiles. Wishes to represent manufacturer on exclusive basis for Spain. Casa Selva (importer, wholesaler), 27 de Enero, 74, Badalona, Barcelona.

381 Engineering, Laboratory, Scientific, Research Instruments

MEXICO, D.F.—Wind tunnel for sale to the Mexican Secretariat of Communications & Transport, for testing meteorological instruments, equipped with wind speed indicators, diameter of 4 to 5 feet, of proportionate length. K. R. Amtmann, S.A., Insurgentes Sur No. 324, México 7, D.F. WTD 11/18/63.

PAKISTAN—Laboratory instruments, all types. Direct purchase and agency. Central Scientific Co. (importer, agent, distributor), 32 MacLagan Rd., P.O. Box No. 214, Lahore. WTD 5/12/64.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

PAKISTAN—Portable electrical laboratory instruments for indicating physical characteristics. Direct purchase and agency. Central Scientific Co. (importer, agent, distributor), 32 MacLagan Rd., P.O. Box 214, Lahore. WTD 5/12/64.

SPAIN—Automatic air injectors to be adapted to deposits of water elevating pumps for apartment buildings. Requests replies from manufacturers only. Carlos Dal Ré, S.A., Barquillo 11, Madrid (4). WTD 11/21/63.

383 Optical Instruments, Lenses

FRANCE—Optical equipment, all kinds. Societe de Distribution de Matériel Photographique, Cinématographique & Optique (importer, dealer), 16 rue Clément Marot, Paris 18e. WTD 9/12/62.

PAKISTAN—Microscopes, other optical measuring instruments. Direct purchase and agency. Central Scientific Co. (importer, agent, distributor), 32 MacLagan Rd., P.O. Box No. 214, Lahore. WTD 5/12/64.

384 Surgical, Medical, Dental Instruments

AUSTRALIA—Crepe bandages, elastic adhesive plaster. A. L. Robson, Managing Director, Ascot Pharmaceuticals Pty. Ltd., Box 5131, G.P.O. Sydney, N.S.W.

NORWAY—Alloys, amalgams, cement, enamels, plaster, wax, chairs, cabinets, mechanical equipment, tools, units. H. Holst-Berg Dental

Depot A/S (importing wholesaler), 9 Nedre Slottsgate, Oslo. WTD 5/4/64.

386 Photographic Equipment

FRANCE—Photographic, cinematographic equipment; amateur, professional. Societe de Distribution de Matériel Photographique, Cinématographique et Optique (importer, dealer), 16 rue Clément Marot, Paris 18e. WTD 9/12/62.

391 Jewelry

GIBRALTAR—Men's plated jewelry, inexpensive. Direct purchase and agency. World Traders Ltd. (importer, exporter, retailer), P.O. Box 224, Gibraltar.

394 Toys, Amusement, Sporting Goods

FRANCE—Toys, all kinds including rubber balloons; plastic articles. Marcosports (manufacturer), 10 rue Claude Guy, Ivry-sur-Seine (Seine).

JAPAN—Golf equipment, used or scrap for repair and sale. Eiko Shoji, Ltd. (Eiko Shoji K.K.) (dealer), Eiko Aoyama Bldg., 2 Akasaka Aoyama Kita-machi, Minato-ku, Tokyo. WTD 5/19/64.

395 Pens, Pencils, Office, Artists' Materials

SOUTH AFRICA—Sand tray material for Sunday school teaching: models, modelling tools, materials, equipment. Methodist Publishing House & Book Depot (importer, retailer), P.O. Box 108, Durban, Natal. WTD 5/4/64.

396 Costume Jewelry, Novelties, Buttons, Notions

THAILAND—Line of products carried by department store notion counter. Gift items should be included here. S & C Super Market Ltd. Partnership, 139/5 Gaysorn Rd., Bangkok.

399 Manufacturing Industries

AUSTRALIA—Price ticket figures in dollars and cents, ¾" width, suitable for inserting in shelving. Sample of type material desired is available on loan basis from the Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. 20230. George G. Cohn (wholesaler, manufacturers' rep.), 87 Duntroon Ave., East Roseville, N.S.W.

CANADA—Household items as sold in U.S. super markets: plastic cups, plates, knives, glass products, dish towels, hardware items, other sundries. Robert Forbes Co. Ltd., 1396 Richards St., Vancouver 2, B.C. WTD 5/6/64.

503 Dry Goods, Apparel

ENGLAND—First grade second-hand clothing: woolen trousers for men, boys' furnishings, summer clothing for children, under garments for men and women; also table cloths. Requests price lists, details. Miss P. M. Blackwood, (G1W/CAM DEV/23939), Crown Agents, 4, Millbank, London, S.W.1.

739 Business Services

HONG KONG—Offers consulting, agency and market survey services in Hong Kong, Japan, Taiwan. Premier Projects Ltd., 41 Printing House, P.O. Box 13959, Hong Kong. WTD 3/24/64.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

ARGENTINA—Osvaldo Puente, representing IMEX, S.R.L., Sarmiento 1371, Buenos Aires, interested in contacting U.S. manufacturers of **fluorescent reflective** and **phosphorescent paints, special paints** and **varnishes, supplies** and **equipment for screen process printing, ultraviolet lamps** and **accessories, acrylic plastic sheets,** and **drawing** and **drafting supplies** with view of obtaining agency agreements for the distribution of these products in Argentina. Also requesting technical information on above. June 8 via Miami for 2 months. c/o University of Miami, Coral Gables 46, Miami, Fla., or Mr. Drangosch, General Delegate of Argentine Lines, 24 State St., Rm. 715, New York, N.Y. Itinerary: Miami (one month), San Francisco, Oakland, Los Angeles, Chicago, New York.

Joaquin Gil Paricio, representing Distribuidora Cuspide, Lavalle 1619, Buenos Aires, interested in contacting U.S. **publishing firms** with view to act as sales representative in Argentina. June 22-26 via New York for one week. c/o Argentine Consulate General, 12 W. 56th St., New York, N.Y.

ARGENTINA—Dr. Cesar Roitman, Managing Director, SIAF, S.A.I.C.F. e I. Sociedad Industrial Argentina de Fundiciones, Las Piedras 4599, Monte Chingolo, Lanus, Buenos Aires, a foundry operation, interested in **contacting U.S. businessmen** and visiting **industrial plants** while participating in programs at Stanford and Harvard Universities. June via San Francisco for one year. c/o Stanford University, Executive Development Program, Palo Alto, Calif. Itinerary: San Francisco (June-Oct. 1964), Pittsburgh (Nov.-Dec. 1964), New York (Jan. 1965), Cambridge and Boston (Feb.-May. 1965).

AUSTRALIA—Lance R. Le Cornu, representing Le Cornu Furniture Centre, 66-94 O'Connell St., North Adelaide, interested in **furniture, furnishings** or any **products for home;** also new products or ideas (not necessarily for home) with view to manufacturing under license or importing. June 14 via San Francisco to July 12. c/o Mr. Ed. Corn, 117 North Orange Ave., El Cajon, California. Itinerary: Chicago (June 16-19), New York (June 20-24), Detroit (June 25-July 1), Los Angeles (July 6-7), San Diego (July 8-9), San Francisco (July 10-12).

William Albert Hayes, representing Hayes Enterprises Pty. Ltd., Lincoln Rd., Morley Park, interested in **rag waste** and **salvage, cleaning cloths.** Would like to represent U.S. firms in Australia in any capacity, i.e., manufacture goods under license, agency for **novelty** or **consumer goods;** also wishes to visit **garages, engineers, shipping, airways, chemists, patrol stations,** all types of manufacturers. June 15 via New York for 6 weeks. c/o Australian Trade Commissioner, 635 Fifth Ave., New York, N.Y. Itinerary: New York, Washington, San Francisco, Los Angeles.

AUSTRALIA—Alexander C. Freeleagus, representing Henderson & Lahey, 293 Queen St., Brisbane, Queensland, interested in **aviation, oil exploration, construction.** June 15 via Boston for 5 weeks. c/o Department of Commerce Field Offices in itinerary. Itinerary: Boston; New York; Washington; Chicago; Dallas; Duncan and Bartletsville, Okla.; Los Angeles; San Francisco.

BRAZIL—Harry Raul Boening, representing Companhia Estadual de Energia Eletrica (State Electric Power Co.), Palacio Municipal, 11th Floor, Porto Elegre, Rio Grande do Sul, interested in visiting **diesel power installations** and possibly **electric power installations** (hydraulic and steam systems). Here until June 19. c/o Department of Commerce Field Offices in itinerary. Itinerary: New York, Buffalo, Detroit, Washington, Seattle, San Francisco, Los Angeles, San Diego.

BRAZIL—Faris Manfuz, Companhia Paulista de Chenille Tecelagem e Confeccoes, Rua Monsenhor Joao Felippo 6 (Caixa Postal 2738), Sao Paulo, interested in **machinery** and **equipment** for the chenille and tufting industry and requesting technical information on above. Here for 4 months. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y., 10001. Itinerary: Los Angeles, Chicago, New York.

ENGLAND—A. W. Pearson, Director, Crawley Brothers Ltd., 8 South Wharf, London, W.2., interested in negotiating manufacturing under license or cross-licensing arrangements for equipment in the **catering field,** particularly **equipment for heating liquids** (not cooking), **space heating** and **airconditioning** of restaurants, canteens. June 15 via New York for 2 weeks. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York, Canfield, Ohio, Pittsburgh, Glen Riddell, Pa.

FINLAND—Matti Tienari and Paavo Tuomi, engineers. Finnish Cable Works Ltd., P.O. Box 419, Helsinki, interested in **electronics** industry, particularly **computer technology.** Here to June 27. c/o Department of Commerce Field Offices in itinerary. Itinerary: New York, Boston, Philadelphia, Chicago, San Francisco, Los Angeles, Phoenix, Dallas, Washington.

GREECE—Dionysios F. Gialelis, representing Chlorex Co.—"D. Gialelis & Co.," 67 Salaminos St., Athens, interested in representing a U.S. company manufacturing **detergents.** June 10 via New York for 3 weeks. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York.

INDIA—Ajoy Kumar Dey, representing Bengal Stores Ltd., 8-A Chowringhee Place, Calcutta-13, interested in **exporting Indian handloom products** and **novelties.** June 18 via New York for one month. c/o Mr. E. W. Connely, American East India Corp., 25 Broadway, New York, N.Y. Itinerary: New York, Washington, Boston, Salt Lake City.

IRAN—Dr. N. Baher, representing Kari Co. Ltd., Ave. Yousef-Abad, Tehran, interested in representing U.S. manufacturers of **hospital equipment.** Here for 3 months. c/o 320 Central Park West, New York, N.Y. Itinerary: California, Washington.

SOUTH AFRICA—A. C. (Tony) Doherty, architect, Burg, Lodge & Burg, P.O. Box 1726, Pretoria, Transvaal, interested in contacting U.S. firms regarding **planning and construction of hotel,** and in suppliers of **materials for construction** and **furnishing** of R4 (1

Rand = $1.40) million **hotel** at Befordview, suburb of Johannesburg; particularly interested in seeing **consulting engineers concerning airconditioning** and **mechanical services.** July 15 via New York for one month. c/o South African Consulate General, 655 Madison Ave., New York, N.Y. Itinerary: New York, Chicago, St. Louis, Houston, Los Angeles, San Francisco.

UGANDA—K. K. Khosla, Member of Legislative Assembly, Uganda and Central Legislative Assembly, East Africa, representing W. R. Khosla & Sons Ltd., P.O. Box 45, Tororo, interested in **groceries, wines and spirits, ready-made clothing, household appliances** and other **variety store** and **department store goods.** Here for 3 weeks. c/o Department of Commerce Field Offices in itinerary. Itinerary: Los Angeles, San Francisco, Chicago, Detroit, Pittsburgh, Washington, Philadelphia, New York, Boston.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Meat Products

GERMANY—Artificial sausage skins. Plombenhirsch G.m.b.H. (manufacturer, wholesaler), 45 Fuerstenbergerstrasse, 6 Frankfurt/Main.

209 Food Preparations

GERMANY—Spices, especially used for sausages. Plombenhirsch G.m.b.H. (manufacturer, wholesaler), 45 Fuerstenbergerstrasse, 6 Frankfurt/Main.

222 Broad Woven Fabric Mills, Manmade Fibre, Silk

NEW ZEALAND—Cotton, nylon, synthetic fabrics for underwear, blouses, frock manufacturers; estimated requirements 400,000 to 500,000 yds. per annum. Attn.: Mr. Bayldon, Manager, J. Bayldon & Co. Ltd., P.O. Box 1299, Auckland, C.1. WTD 11/22/63.

SOUTH AFRICA—Lingerie fabrics of nylon/dacron/cotton mixture in candy stripes, others; requests replies from mills only. A. Blomson (manufacturers' agent), P.O. Box 3920, Cape Town. WTD 5/22/62.

233 Women's, Misses', Juniors' Outerwear

SOUTH AFRICA—Ultra smart dresses for kiddies; requests replies from manufacturers only. A. Blomson (manufacturers' agent), P.O. Box 3920, Cape Town. WTD 5/22/62.

236 Girls', Children's, Infants' Outerwear

NORWAY—Infants' outerwear. Gisholt & Co. A/S (manufacturers' agent), 30B Raadhusgaten, Oslo.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

FRANCE—Walnut veneers; importing sales agent wishes to obtain agency from U.S. manufacturer for France, Germany. Imcomex, S.A. 1 Rue Pierre Mouzin, Metz (Moselle). WTD 5/15/64.

259 Furniture, Fixtures

FRANCE—Kitchen, restaurant supplies, interior decoration supplies, furniture; interested in new modern equipment for snack-bars, self-services. American Overseas Supply Co. (importer, dealer), 1 rue Lord Byron, Paris 8e. WTD 9/10/63.

263 Paperboard Mills, Products

IRAQ—Paperboard for cigarette boxes, similar to that used for Kent cigarettes. Killu & Gabriel Co. (importer, wholesaler, retailer), Baghdad Hotel Bldg., Sa'doun St., Baghdad. WTD 12/10/63.

264 Converted Paper, Paperboard Products

VENEZUELA—Stationery, paper, related paper products; requests replies in Spanish. Assaad Habib Dagher, Ave. San Martin, Esquina de Albañales, Edificio San Vicente, Caracas. WTD 4/24/64.

281 Industrial Chemicals

GERMANY—Raw material, additives for rubber, plastic, chemical industries, such as filling materials, pigments, chemicals. Heinrich Treffert (sales agent), 12 Goethestrasse, 653 Bingen/Rhein.

MEXICO—Catalysts, chemicals for chemical and petroleum industries. Sociedad Mexicana de Comercio Exterior, S.A. (wholesaler, importer), Genova No. 39 Despacho 100; México, D.F. WTD 3/4/64.

282 Synthetic Materials

GERMANY—Acrylic resin, other synthetic raw materials for lacquers to be used in paper industry. Julius Grossman GmbH., (importer), Deichstrasse 48-50, Hamburg 11. WTD 4/4/61.

284 Soap, Detergents, Cleaning Preparations, Cosmetics

MEXICO—Commercial dry cleaning preparations, both liquid and dry. Manuel Tamez, D., S.A. (importer, retailer), Apartado Postal 25540; Admon. 66, México, D.F. Calz. Niño Perdido No. 395, México 12, D.F. WTD 3/9/64.

285 Paints, Varnishes, Lacquers, Enamels

ITALY—Paints, varnishes, enamels; agency only; interested only in new products particularly those not yet available on the Italian market. S.A.C.O.M., Società Ambrosi Colori Olii Minerali, S.r.l., 24, Via d'Azeglio, Rome. WTD 10/24/63.

287 Agricultural Chemicals

MOROCCO—Potassic fertilizers such as potassium sulfate; nitrate fertilizers such as ammonium sulfate, ammonitrate enriched at 33.5%, and perluree (a granulated nitrate fertilizer containing 46% nitogen); importer requests replies in French from manufacturers only. Omnium Commercial et Industriel Nord-Africain (importer), 52, Ave., Hassan II, Casablanca.

307 Plastic Products

FRANCE—Plastic medicine droppers, dropping parts, dropping outfits; plastic bottle-stoppers, caps, plugs suitable for utilization in France; products of non-competitive types with those manufactured by subject concern; agency for France or section thereof; requests replies in French from manufacturers only. Société des Moulages Plastiques Pessacais, Parc Industriel, Pessac, Gironde.

Kitchen, restaurant supplies, tableware; interested in new modern equipment for snack-bars, self-services. American Overseas Supply Co. (importer, dealer), 1 rue Lord Byron, Paris 8e. WTD 9/10/63.

322 Glass, Glassware

FRANCE—Kitchen, restaurant supplies, tableware. American Overseas Supply Co. (importer, dealer), 1 rue Lord Byron, Paris 8e. WTD 9/10/63.

326 Pottery

FRANCE—Kitchen, restaurant supplies, tableware; interested in new modern equipment for snack-bars, self-services. American Overseas Supply Co. (importer, dealer), 1 rue Lord Byron, Paris 8e. WTD 9/10/63.

331 Steel Mill Products

SOUTH AFRICA—Stainless steel plates, sheets; seeks agency for South Africa; also interested in purchasing substantial quantities for own account; has facilities to stock large inventories. Requests replies from manufacturers only. Non-Ferrous Metal Works (Pty.) Ltd. (importer, manufacturer, agent), P.O. Box 25, Jacobs, Durban, Natal. WTD 10/24/63.

346 Metal Stampings

FRANCE—Cooking equipment for kitchen, restaurant; interested in any food line for Common Market, particularly in new modern equipment for snack-bars, self-services. American Overseas Supply Co. (importer, dealer), 1 rue Lord Byron, Paris 8e. WTD 9/10/63.

352 Farm Machinery

ITALY—Equipment for harvesting olives, grapes. O.R.M.A. (agent), Organismo Rurale per la Meccanizzazione Agricola, 285 Via Tuscolana, Rome.

353 Construction Machinery

NEW ZEALAND—Excavators, ¾ yd. and up; cranes, crawler mounted or truck mounted; dump wagons, self propelled paving machines. Cable-Price Corp. Ltd., P.O. Box 2293, Wellington, Attn: T. L. Hawkes, Sales Director. WTD 4/3/63.

354 Metalworking Machinery

FRANCE—Medium and small sized machines, tools which require a foundry and a general mechanics workshop to produce. Ets. Chenesseau & Cie (manufacturer), 33 Faubourg Bourgogne, Orléans (Loiret). WTD 9/28/62.

GERMANY—Track, axle gaging equipment, motor tester. Exclusive agency. Motservice Gesellschaft fuer Werkstaetteneinrichtung mbH,

11 Mainstrasse, Heppenheim/Bergstrasse. WTD 5/11/64.

SWITZERLAND—Machine tools, all types, for metal working industry; special tools, accessories. Neue Werkzeugmaschinen AG. Newag (importer, retailer), 75 Neue Winterthurerstrasse, Zurich-Wallisellen. WTD 5/14/64.

355 Special Industry Machinery

FRANCE—Machines for manufacturing cardboard boxes, plates, and for the conditioning of food products. Ets. B.V. (manufacturer), 41 bis Bld. Paul Vaillant-Couturier, Montreuil (Seine).

ITALY—Automatic machines for making soft cheese. Società A.F.I.A., Agenzia Forniture Industrie Alimentari (wholesaler, agent), 44 Via Casoria, Rome.

356 General Industrial Machinery

DENMARK—Lubricating systems, technical lubricating apparatus. A. Abels Saltimport A/S (importer, agent), Nytorv, Aalborg. WTD 5/11/64.

MEXICO—Linen fire hose for fire extinguishing equipment. Sociedad Mexicana de Comercio Exterior, S.A.; Genova No. 39 Despacho 100; México, D.F. WTD 3/4/64.

358 Service Industry Machines

FRANCE—Cooking equipment for kitchen, restaurant; interested in any food lines for the Common Market and more particularly in new modern equipment for snack-bars, self-services. American Overseas Supply Co. (importer, dealer), 1 rue Lord Byron, Paris 8e. WTD 9/10/63.

MEXICO—Commercial dry cleaning and laundry equipment. Manuel Tamez D., S.A. (importer, retailer), Apartado Postal 25540, Admon. 66, México, D.F. Calz. Niño Perdido No. 395, México 12, D.F. WTD 3/9/64.

361 Electric Transmission, Distribution Equipment

SWITZERLAND—Electrical measuring instruments used in metal working industry. Neue Werkzeugmaschinen AG. Newag (importer, retailer, agent), 75 Neue Winterthurerstrasse, Zurich-Wallisellen. WTD 5/14/64.

362 Electrical Industrial Apparatus

SWITZERLAND—Control instruments used in metal working industries. Neue Werkzeugmaschinen AG. Newag (importer, retailer, agent), 75 Neue Winterthurerstrasse, Zurich-Wallisellen. WTD 5/14/64.

363 Household Appliances

FRANCE—Refrigerating and cooking equipment for kitchen, restaurant; interested in any food lines for the Common Market, particularly in new modern restaurant and kitchen equipment for snack-bars, self-services. American Overseas Supply Co. (importer, dealer), 1 rue Lord Byron, Paris 8e. WTD 9/10/63.

MEXICO—Home electrical appliances not made in Mexico. Mogum, S.A.; Calle Tres No. 3, Naucalpan de Juarez, Edo. de Mexico. WTD 3/23/64.

367 Electronic Components, Accessories

GERMANY—Precision electronic components for industrial, defense applications. Industrial Electronics GmbH (importer, exporter, wholesaler), 123 Zeil, 6 Frankfurt/Main. WTD 3/23/64.

371 Motor Vehicles, Motor Vehicle Equipment

MEXICO—Fire trucks and vehicles. Sociedad Mexicana de Comercio Exterior, S.A. (importer, wholesaler), Genova No. 39 Despacho 100; México, D.F. WTD 3/4/64.

381 Engineering, Laboratory, Scientific, Research Instruments

ITALY—Apparatus for chemical analysis of milk. Società A.F.I.A., Agenzia Forniture Industrie Alimentari (wholesaler, agent), 44 Via Casoria, Rome.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

NEW ZEALAND—Oil-fired furnace controls. Noel V. Holyoake, Managing Director, N.V. Holyoake & Co. Ltd., Kingsford Smith St., Rongotai, Wellington. WTD 7/9/62.

384 Surgical, Medical, Dental Instruments

MEXICO—Diving equipment. Divers de Mexico, S.A. de C.V. (importer, retailer, wholesaler), M. Aleman No. 98-3, Acapulco, Edo. de Guerrero, Mexico. WTD 3/30/64.

Safety/protective glasses for welders; other new or protective devices used in welding industry. Electrodos Commonwealth, S.A.; Calz. Chapultepec Naucalpan No. 15, Naucalpan de Juarez, Edo. de Mexico. WTD 3/23/64.

391 Jewelry, Silverware, Plated Ware

FRANCE—Kitchen and restaurant supplies, tableware, interested in new modern equipment for snack-bars, self-services. American Overseas Supply Co. (importer, dealer), 1 rue Lord Byron, Paris 8e. WTD 9/30/63.

395 Pens, Pencils, Office, Artists' Materials

GREECE—Pens, ball point; importer only; requests replies from exporters. M. Manoussakis Bros., 10 Evripidou St., Athens.

399 Manufacturing Industries

FRANCE—Kitchen, restaurant supplies; interior decoration supplies, furniture; interested in new modern equipment for snack-bars, self-services. American Overseas Supply Co. (importer, dealer), 1 rue Lord Byron, Paris 8e. WTD 9/10/63.

MEXICO—All types of fire extinguishing equipment. Sociedad Mexicana de Comercio Exterior, S.A. Genova No. 39, Despacho 100, México D.F. WTD 3/4/64.

Leads for Importers

208 Beverages Industries

FRANCE—Red wines, bottled, classified and vintage products, including "Saint-Emilion"; "Saint-Estephe"; "Saint-Julien"; "Pauillac" wines. Wholesale exportation direct or through well-established U.S. agents. J. Marcel Borie-Manoux, 90 Cours Balguerie-Stuttenberg, Bordeaux, Gironde. WTD 4/22/64.

209 Food Preparations

CEYLON—Interested in appointing an agent for Ceylon quality tea. Artisans Ltd., P.O. Box 182, Colombo. WTD 8/30/62.

251 Household Furniture

ICELAND—Manufacturer looking for wholesalers and retailers in quality furniture. Many fashionable modern styles made from choice hardwoods. Fashion Furniture, 39 Hatun, Reykjavik. WTD 5/13/64.

283 Drugs

FRANCE—Patented pharmaceutical preparations and specialties ("Quinton-Duplase" plasma; "Quinton" phytocalcine, others) in ampules. Direct sales to U.S. firms specializing in related products. Laboratories Quinton, 20) Ave. Andre Danglade, Pessac, Gironde. Requests replies in French. WTD 5/20/64.

306 Fabricated Rubber Products

GERMANY—Upholstery fabrics (rubber coated) for automobiles; manufacturer seeks several representatives in U.S. Boetzelen Textilbetriebe, Postfach 663, 405 Moenchengladbach. Samples and price lists available to U.S. inquirers upon request. WTD 4/29/64.

354 Metalworking Machinery

GERMANY—Wire guiding apparatus for use with wire producing machines. Klimm & Kohlhage (manufacturer), 10 Am Luettkenstueck, 5874 Bredenbruch Kr. Iserlohn. For production program brochure write to Commercial Intelligence Division, BIC, Rm. 6311, Department of Commerce, Washington, D.C., 20230. WTD 5/13/64.

371 Motor Vehicles, Motor Vehicle Equipment

GERMANY—Interested in exporting to U.S. spare parts, accessories for automobiles, passenger cars, trucks, busses, especially parts for VW's. Annex-Technik Gmbh, Bielefeld, Prinzenstr. 12.

391 Jewelry, Silverware, Plated Ware

TURKEY—Copper hand-hammered, copper oxidized, bronze articles; reproductions, adaptations of archeological remnants of ancient and recent civilizations that flourished in Asia Minor. "Hatti" Fuat Izer, Tel Sokak 47/3, Parmakkapi, Beyoglu, Istanbul. WTD 5/12/64.

394 Toys, Amusement, Sporting Goods

SOUTH AFRICA—African curios, handcraft, beadwork, toys, dolls, novelties. Red Cross Rehabilitation Centre, King George V Hospital, P.O. Dormerton, Durban. WTD 5/6/64.

509 Wholesalers

EGYPT—Egyptian handicrafts including oriental design leather goods, copperware, mother-of-pearl inlaid boxes and trays. Arabic & Pharaonic Products Co., 5 Borsa St., (Tewfikieh), Cairo. WTD 5/18/64.

Construction Projects

ALGERIA—(100 N.Fr. = US$20.41). A **natural gas liquefaction plant** to produce 2.4 million cubic meters of liquefied natural gas annually will be constructed at Arzew on the Mediterranean coast of Algeria. The project is being directed by the Compagnie Algerienne du Methane Liquide (CAMEL), the recipients of a $20½ million loan by the International Bank for Reconstruction and Development.

Gas for the Arzew plant will be supplied by the existing pipeline from the Hassi R'Mel gas field; the liquefied product will be transported to consumers in Europe by special tankers. At the liquefaction plant, the gas wil be cooled to 264°F below zero by a process which not only changes the gas into liquid but removes the undesirable components present in the raw natural gas.

Other major installations include a **power plant** for steam production and electric generation, 3 above-ground and one in-ground **storage tanks,** and **port facilities** for the berthing and loading of tankers. Cost of the project is estimated at the equivalent of about $89 million.

Procurement for the plant has been based on international competitive bidding to the fullest practicable extent, taking into account the highly specialized nature of the equipment, which is covered by patents and is available from only a few licensees.

For additional information contact World Bank, 1818 H Street NW., Washington, D.C. 20433.

BRAZIL—(100 cruzeiros = US$.16). The newly published Integrated Development Plan (PLADI) of the State of Sao Paulo may be of immediate interest to U.S. business. The Plan outlines the distribution of funds available to the State Government and foresees an expenditure of over 1.5 trillion cruzeiros during a 3 year time period.

According to the Plan, over 30% will be allocated to **transportation,** with about 25% of the 467 million cruzeiros earmarked for **road building** and **maintenance. Electric power** accounts for 386½ million cruzeiros, or about 25½% of the total planned expenditures; about 150 million cruzeiros is allocated to **agriculture** and 104 million for **education.**

The State Government will provide almost 80% of all the financial resources applicable during the 3 year period ending 1966, the balance coming from the Federal Government. Contact: U.S. Consulate General, Conjunta Nacional Bldg., Avenida Paulista, Sao Paulo.

CHILE—(100 escudos = US$51.81). A new **seaport** at San Vicente, near a large industrial area in Chile, will be constructed by the Chilean Port Authority (EMPOCH). Total cost of the deep-water port is estimated at $10½ million, and it will have an estimated capacity of 560,000 tons of cargo per year.

A $7 million loan has been approved by AID to build a wharf 1,842 feet long, sufficient to handle 3 large vessels simultaneously. A 60 acre cargo handling area will include 3 **warehouses, rail spurs, roads, water, sewer and electric lines.** The entire loan will be used by Chile to purchase goods and services from U.S. sources. Contact: Chilean Port Authority, Santiago.

ETHIOPIA—Nearly 70,000 kilowatts of new generating capacity with expanded **transmission** and **distribution facilities** is being financed by a World Bank loan equivalent to $23½ million to the Ethiopian Electric Light & Power Authority.

The Authority, a government corporation which supplies all public power in Ethiopia (with the exception of Asmara), is in the midst of various expansion programs and is now implementing engineering recommendation to expand the Awash River **hydroelectric development**—the Koka scheme, which was completed in 1960 with 43,200 kilowatts of capacity. The project being assisted by the Bank consists of the second and third stages of the project, known as Awash II and Awash III. These involve the construction of concrete gravity **dams** to create reservoirs, power stations, each with an installed capacity of 32,000 kilowatts, and associated facilities. Transmission lines will link the new stations with each other and with Koka, from which power will be transmitted to a substation near Addis Ababa. Total cost of the projects to be completed in 1966 and 1968 respectively is estimated at $35 million.

Contracts for all major items of equipment, supplies and services will be awarded on the basis of international competitive bidding. Contact: World Bank, 1818 H Street NW., Washington, D.C., 20433.

The Ethiopian-Norwegian Chemical Co. Ltd., P.O. Box 1706, Addis Ababa, is interested in securing bids before July 15 for **machinery** and the **construction of a paint plant** to produce various types of paints, installed capacity 950 tons of paints on the basis of 8 hours a day for 300 days per year.

Machinery being called for are: 1 Cowles dissolver, 20 hp. or equal; 1 Cowles dissolver 7.5 hp. or equal; 3 mixers and propeller mixer mobile tanks; internal transport conveyors and pallets; water tank and pumps; scales; vibration sieve; can making machinery; and laboratory equipment.

The plant will be partially financed by AID.

The Ethopian Electric Light & Power Authority, Addis Ababa, is planning the construction of 2 moderate head **hydroelectric power plants** of 2x20 MVA each. These plants will be situated on the River Awash, downstream from the existing Koka Power Plant, about 75 miles southeast of Addis Ababa. A 135/45/15kv **switchyard** will be built about 12½ miles south of the city.

Tenders are invited for the manufacture, supply and erection (ready-for-operation) of the following equipment: **Chapter 10: Station lighting** and **power supply,** including all small materials such as cables; **Chapter 12-13: Telecommunications** and **load dispatch equipment,** including hf carrier, telemetering, automatic telephone exchange, clock and calling equipment, and d.c. batteries, converter sets, cables.

The project is funded by the International Bank for Reconstruction and Development in Washington, D.C.

Messrs. Elektrizitats-A. G., vorm. W. Lahmeyer & Co., Guillettstrasse 48, Frankfurt/Main, Germany, the engineers, will supervise the project.

Tender documents will be sent by Lahmeyer to applicants against payment of DM50 (approx. US$12.50) per Chapter into the Dresdner Bank's (Frankfurt/Main) account number 119.104.

HONG KONG—(HK$100. = US$17.50). In a recent joint announcement with the Victoria City Development Co., the Hong Kong Government stated that it was studying terms for a possible franchise for the construction and operation of a **cross-harbor tunnel.**

The 2-lane tunnel is expected to be open to traffic by 1968. Plans are for the tunnel to run over a distance of about a mile from the Causeway bay area on Hong Kong island to reclaimed land at Hughom on the Kowloon side. Public funds will reportedly not be used to finance construction. Contact: The Victoria City Development Co., Hong Kong.

KOREA—The city of Taegu is planning to triple its water supply. A project estimated to cost $3.8 million, will provide a **new water purification plant,** an **intake** and **pumping station** on the Naktong River, service pumps, raw water transmission pipe and potable water transmission facilities. When completed in late 1967, the new facility will add 80,000 metric tons of water to the city's supply daily.

A $2.4 million loan agreement has been authorized by AID and upon successful completion of negotiations, credit will be extended for U.S. procurement. Bids for equipment will be advertised early in 1965 after plans and specifications have been drawn. Contact: Commercial Counselor, Embassy of the Republic of Korea, Washington, D.C.

KUWAIT—Public tenders will be announced soon for the construction of the **250-bedroom Kuwait Hilton.** The modern structure is to have restaurants, swimming pool and bowling alleys. Contact: Kuwait Hotels Co., P.O. Box 833, Kuwait, Arabia.

PAKISTAN—(100 rupees = US$21.00). 320 miles of pipelines will be constructed in Pakistan from Multan to Lyallpur, Lahore and the Gharibwal/Dandot area. **Improvements** and **extensions** will be made **also to 2 existing natural pipeline systems** serving the Multan and Rawalpindi areas in the north. This construction by the Sui Northern Gas Pipelines Ltd. (SNGPL) has been made possible by a new loan by the International Bank for Reconstruction and Development equivalent to $15 million.

The largest single element in the project to be carried out with the assistance of the Bank loan will be the construction of the new pipeline from the end of the present line at Multan to Lyallpur. From there 2 main spurs will be built northeast to Lahore and north to the Gharibwal/Dandot area. Repeater stations with control valves, measuring and recording equipment, telecommunications equipment, power generators. will be built about every 40 miles; they will have equipment for cathodic protection of the pipeline against corrosion. A **terminal station** will be built at Lyallpur.

Completion of the new construction is scheduled for mid-1965 for this project estimated to cost approx. $60 million, over ½ of which is apportioned for construction. Contact: World Bank, 1818 H Street, NW., Washington, D.C., 20433.

A **new thermal power station,** designed to add 132,000 kilowatts to the capacity of the main power grid of West Pakistan, will be constructed at Lyallpur over the next 3 years. The plant will be equipped with two 66,000 kilowatt gas fired steam turbine units and will use gas from the Sui field, one of West Pakistan's principal sources of natural gas, as the primary fuel. AID will provide $18.1 million to

finance the cost of goods and services to be procured from the United States for the project.

A feasibility study of the project has been made by Commonwealth Associates, Inc. of Jackson, Michigan, and the power market of West Pakistan has been surveyed by Harza Engineering Co. Internat., general consultants to the West Pakistan Water & Power Development Authority.

Commonwealth Associates, Inc. will prepare specifications and tender documents and, after AID approval, will publish and distribute them for the Authority. The firm also will be responsible for engineering supervision of construction, testing and initial operation of the plant, as well as the training of operating personnel. Contact: Commonwealth Associates, Jackson, Michigan.

SOUTH AFRICA—(1 rand = US$1.41). "Hotel Internationale," an 18-story, 400-room, airconditioned hotel is to be built at Beforduiew, a suburb located between Johannesburg and Jan Smuts Airport, with construction scheduled to begin at the end of the year. The project is being financed by a consortium of South African businessmen.

The hotel, in addition to business, shopping, recreational facilities, will also have a landing area for helicopters on the roof.

A. C. Doherty, an architect with Burg, Lodge and Burg, will be in the United States July 15 for about a month (see **Visiting Buyers and Officials** column, this week's issue, p. 40) in order to contract U.S. suppliers of hotel equipment, construction materials, airconditioning and mechanical services.

U.S. firms should contact Mr. Doherty at P.O. Box 1726, Pretoria, Transvaal, Republic of South Africa, prior to his departure for the United States on July 1.

Construction on several approved projects is reported to be contemplated during 1964 to 1969. Of interest to U.S. business is the concluding stage of the **10-Year Road Program** which involves annual expenditures of R2 to 3 million. Larger contracts of up to R800 000 will include competitive design-work as well as construction.

Another project is a R250.000 pilot **composting plant** for the processing of municipal refuse. The results obtained from the operation of the pilot plant will determine if extensions and additional plants will be built.

The third major project, still in the planning stage with specific details yet unresolved, is a **water treatment filtration plant** which will include large diameter pipelines 35 miles long. This comprehensive project is estimated to cost several tens of millions of rands.

Contact: U.S. Consulate General, Broadway Industries Center, Heerengracht, Foreshore, Cape Town.

TANGANYIKA—(20 EA schg. = US$2.80). The Ministry of Communications, Power and Works, P.O. Box 9144, Dar-es-Salaam, Tanganvika, expects to issue invitations to tender for the **construction of water supplies for 10 towns.** The bulk of the materials (pipes and pumps) are being procured from the U.S. and will be supplied to the contractor.

The project involves various improvements to existing facilities, construction of various storage tanks of reinforced concrete from 20 000 to 500 000 gallons, extensions of 3″ to 10″ dia. steel and cast iron pipes, and the installation of pumps and a chlorinating plant.

U.S. firms interested in tendering must submit their applications to the Permanent Secretary, Ministry of Communications at the aforementioned address prior to June 30, and be prepared to visit Dar-es-Salaam by July 7. The project is being funded by AID.

Bedell sells around the world

(Continued from page 15)

in most of the countries of Europe," he told an interviewer, "but we are quite frankly not satisfied with our present sales and we are looking for ways to expand."

History of expansion

Expansion is a habit with the man.

His success story began in 1936 when he was a high school boy with a love of fishing and $50 saved from a newspaper route. He purchased some fly-tying equipment, ran an ad in a sports magazine, and soon had a flourishing business in his 10 by 12-foot bedroom workshop. He sold fishing flies locally and throughout the country by mail.

About the time he was graduated from high school, Bedell had 7 persons working for him and, as he recalls, "We rather cluttered up the house." He moved to a downtown location.

His business continued its phenomenal growth, but was suspended during World War II while he served as an Air Force pilot. It was resumed upon his discharge.

By 1960, the operations were scattered in nine different buildings in the community. A $250,000 loan from SBA along with $100,000 from a local development company, enabled him to build a modern factory and consolidate all his operations under one roof.

Two years later the business nearly burst the walls of the factory and a second SBA loan, of $100,000, enabled the firm to build an addition. The one-time 120-square-foot bedroom workshop is now a factory with 118,500 square feet.

Bedell said the Federal loans have meant a "great deal to me personally, to my employees and to the community . . . they have made it possible for us to build without taking capital out for that purpose."

While the firm's first exports went to fishermen in Canada, an accidental meeting with an energetic Puerto Rican named Max Steck got the firm into the Carribean export field. Mr. Steck became their Caribbean representative and has become so successful as their export agent in that area that it has become a principal outlet for their goods. It also firmly convinced Bedell that a small Iowa firm can sell U.S. manufactured goods anywhere in the world.

"Besides," he says, "I think every manufacturer owes it to his country to compete in foreign markets."

Austrian firms lose U.S. export privileges

U.S. export privileges have been denied to 4 Austrian firms and their operators for failing to furnish information about the receipt and disposition of certain commodities of U.S. origin, including strategic electronic equipment.

The sanctions, imposed after investigation by the Bureau of International Commerce, will remain in force until the requirements of the Bureau have been satisfied.

The traders are Schifter and Co., a Vienna partnership composed of Herbert E. Schifter and Alice Helm, and the firm's manager, Dr. Franz Helm; Franz Jerhot, doing business as Flugmechanik und Luftfahrzeugverleih, Franz Jerhot, and also as Motorenwerk Franz Jerhot, Klagenfurt, Austria; and Hermann Weislein K.G. and Hermann Weislein, Vienna.

The respondents were questioned orally and when the desired information was not obtained, the information was requested in writing. That approach also failed.

All outstanding export licenses in which the respondents have an interest are cancelled, and the parties are barred from all U.S. export operations.

Cross-continent rail link proposed in Australia

Railway commissioners from three Australian states and the Commonwealth Government Railways met recently in Sydney to discuss details of a proposed new standard gauge railway linking Sydney and Perth.

The line would bypass Melbourne and Adelaide and would reduce the journey across the continent from 3½ to 2½ days. A standard gauge line already links the three major eastern seaboard cities of Melbourne, Sydney and Brisbane.

The proposed railway, which calls for conversion to standard gauge of 4 ft. 8½ in. of sections of existing lines in the states of New South Wales, South Australia, and Western Australia, would run more than 2,300 miles.

The cost of the conversion of nonstandard sections and reinforcement of other sections is estimated at $152.3 million, and completion is scheduled for 1968.

Bolivia lowers tin tax

The export tax on tin shipments from Bolivia has been reduced by roughly 30% on an overall basis, as a measure to stimulate private mining.

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Calendar *for international traders*

June

8—National Metal Trades Association convention, Willard Hotel, **Washington, D.C.** Speaker: George Donat, Administrator, BDSA.

8-11—16th annual World Congress of the International Advertising Association, Waldorf Astoria Hotel, **New York, N.Y.**

9—Monthly luncheon meeting, International Executives Association, Hotel Statler Hilton, **New York, N.Y.**

9—Businessmen's consultations with members of U.S. Trade Mission to Australia-New Zealand, Federal Bldg., **Minneapolis, Minn.**

9—Business Equipment Manufacturers Association, International Commerce Committee luncheon, BEMA Headquarters, **New York, N.Y.** Speaker: Claude Courand, Director, American Republics Division, Office of International Regional Economics, BIC.

9—U.S. Brewers Association Annual Convention, International Inn, **Washington, D.C.** Speaker: Eugene M. Braderman, Director, Bureau of International Commerce.

9—All-day conference / consultation with members of U.S. Trade Mission to Venezuela, Field Office, **St. Louis, Mo.** Sponsors: REEC, World Trade Club, Chamber of Commerce.

9—Roundtable meeting of the Export Managers Assn. of Southern California, 4 p.m., Ambassador Hotel, **Los Angeles, Cal.** Subject: Advertising Abroad.

9—Businessmen's conferences with members of the U.S. Building Supplies and Equipment Trade Mission to Germany at the Whittier Hotel, **Detroit, Mich.** Sponsored by the U.S. Dept. of Commerce's Detroit Field Office.

10—Members of U.S. Trade Mission to Australia and New Zealand available for consultation with Ohio Valley manufacturers at the Commerce Dept.'s **Cincinnati, Ohio** Field Office (by appointment only).

10—Air-Conditioning and Refrigeration Institute, Foreign Trade Committee luncheon, Chemists Club, **New York, N.Y.** Speaker: Raymond Spencer, Office of International Trade Promotion, BIC.

10—Boston Regional Modernization Conference, Sheraton Plaza Hotel, **Boston, Mass.** Sponsor: Department of Commerce, Boston Field Office. Speakers: Franklin D. Roosevelt, Jr., Under Secretary of Commerce, E. E. Schnellbacher, Asst. Director, BIC.

10—Businessmen's consultations with members of U.S. Building Supplies & Equipment Trade Mission to Germany, **Atlanta, Ga.** Sponsors: Department of Commerce Field Office, REEC.

10—Businessmen's consultations with members of U.S. Trade Mission to Venezuela and Germany, Sheraton Motor Inn, **Buffalo, N.Y.** Sponsors: Buffalo Area Chamber of Commerce; Department of Commerce, Buffalo Field Office; Western New York REEC.

11—International Trade Club of Chicago, LaSalle Hotel, **Chicago, Ill.** Speaker: Stefan Jean Rundt, of S. J. Rundt & Associates.

11—Businessmen's consultations with members of Australian-New Zealand, German and Venezuelan Trade Missions, Chicago Field Office, **Chicago, Ill.**

11—Export Expansion Workshop. Kansas Power and Light Auditorium, 2 p.m., **Topeka, Kan.** Sponsors: Kansas City REEC, Field Office, Topeka Chamber of Commerce.

11—Businessmen's consultations with members of the U.S. Trade Missions to Australia/New Zealand and Venezuela, luncheon conference, **Los Angeles, Calif.** Sponsors: Foreign Trade Association of Southern California, World Trade Committee, Chamber of Commerce.

12—Businessmen's consultations with members of U.S. Trade Mission to Venezuela, Germany and Australia, Rochester Chamber of Commerce, **Rochester, N.Y.** Sponsors: Rochester Chamber of Commerce; Department of Commerce, Buffalo Field Office; Western New York REEC.

12—Venezuela Trade Mission Terminal Conference, Hotel Peabody, **Memphis, Tenn.** Sponsors: Memphis Area Chamber of Commerce, Memphis Field Office.

12—Institute of Electronic and Electrical Engineers Conference, Pratt Institute, **Brooklyn, N.Y.** Speaker: Louis H. Neimann, BDSA.

13-15—American Management Inc., meeting. LaSalle Hotel, **Chicago, Ill.**

15—Terminal conference. Trade Missions Australia and New Zealand, Sheraton-Cleveland Hotel, **Cleveland, Ohio.**

16—Mobile Profits in Exports Conference, **Livingston, N.J.** Sponsors: Livingston Chamber of Commerce and New York Regional Export Expansion Council.

16-18—Electronic Industries Association, Annual Convention, **Chicago, Ill.** Speaker: Roy Gootenberg, Bureau of International Commerce.

17—Export expansion seminar, Irvin S. Cobb Hotel, **Paducah, Ky.** Sponsors: Chamber of Commerce, Rotary Club, St. Louis REEC.

17—Conference on Organizing for International Business. Sproul Hall, Westwood Campus, UCLA, **Los Angeles, Cal.**

18—Meeting on AID. Continental Hotel, **Chicago, Ill.**

19—Export Expansion Seminar, U.S. Department of Commerce Field Office, **Los Angeles, Cal.**

19-20—Fatty Acid Producers' Council, Division of Soap and Detergent Assn., annual convention, **Hot Springs, Va.** Speaker: Richard Garnitz, Bureau of International Commerce.

21-25—4th International ISA-APCA Air Pollution Instrumentation Symposium, Shamrock-Hilton, Hotel, **Houston, Texas.** Sponsor: Instrument Society of America.

22—American Institute of Mining and Metallurgical Engineers Seminar, Battelle Memorial Institute, **Washington, D.C.** Speaker: George Donat, Administrator, BDSA.

23—Conference on "Export Control of Technical Data, Field Office, **St. Louis, Mo.** Sponsors: World Trade Club, Chamber of Commerce and St. Louis REEC.

23—Export Expansion Meeting at the **Chicago, Ill.** Field Office of the U.S. Dept. of Commerce.

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